United States Court of Appeals for the Second Circuit

APPENDIX

77-7037

In The

United States Court of Appeals

For The Second Circuit

FILED
AUG 8 1977

NATIONAL AUTO BROKERS CORP., et al.,
Plaintiffs-Appellants,

-against-

GENERAL MOTORS CORPORATION, et al.,
Defendants-Appellees.

B

On Appeal from the United States District Court for the Southern District of New York.

JOINT APPENDIX - VOLUME 2

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New York, New York 10038

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Buffalo, New York 14202

PAGINATION AS IN ORIGINAL COPY

CARL E. PERSON
ATTORNEY AT LAW

150 EAST 61ST STREET
NEW YORK, NEW YORK 10021

November 21, 1970

LOUIS H. JAMELE
d/b/a Lou's Auto Mart
45 Male Avenue
Middlebury, Connecticut

Dear Mr. Jamele:

This is to confirm our understanding pursuant to which I agreed to represent you individually and as representatives of a class or sub-class of Brokers franchised by National Auto Brokers Corp. ("Nabcor") in all of your claims to date against General Motors Company, Ford Motor Company and other automobile manufacturers, various new automobile dealers, automobile dealer associat[illegible] banks and financial institutions, better business bureaus and persons associated therewith, and motor vehicle department personnel with respect to violations under any of the federal or state antitrust laws.

As mutually agreed, my fee will be wholly contingent, amounting to 35% of all amounts recovered through judgment, settlement or otherwise (including interest, penalties and attorneys' fees), after deduction of all expenses paid or incurred by Nabcor in connection with prosecution of these claims.

It is understood that all expenses to be incurred in prosecution of your claims will be borne by Nabcor, which is simultaneously pursuing identical claims.

If this letter accurately sets forth our understanding, please indicate your approval in the space provided below, and return the signed copy to me as soon as possible. An extra copy is enclosed for your records.

I will keep you advised on all development in your matter, and request that you inform me as soon as possible on any developments or feedback you believe may be important for me to know about.

Very truly yours,

Carl E. Person

Accepted this day
of November, 1970:

Louis H. Jamele
LOUIS H. JAMELE

~~PLF.~~
DEFT.
WIT.
DATE 3-28-73
EX # 15
FOR ID
BAR ASS'N. REPORTING SERVICE

A 407

CARL E. PERSON
ATTORNEY AT LAW

150 EAST 61ST STREET
NEW YORK, NEW YORK 10021

November 21, 1970

Robert B. Heim d/b/a
Robert Heim Auto Sales
719 Prospect Avenue
Bethlehem, Pennsylvania 18018

Dear Mr. Heim:

This is to confirm our understanding pursuant to which I agreed to represent you individually and as representatives of a class or sub-class of Brokers franchised by National Auto Brokers Corp. ("Nabcor") in all of your claims to date against General Motors Company, Ford Motor Company and other automobile manufacturers, various new automobile dealers, automobile dealer associations, newspapers, banks and financial institutions, better business bureaus and persons associated therewith, and motor vehicle department personnel with respect to violations under any of the federal or state antitrust laws.

As mutually agreed, my fee will be wholly contingent, amounting to 35% of all amounts recovered through judgment, settlement or otherwise (including interest, penalties and attorneys' fees), after deduction of all expenses paid or incurred by Nabcor in connection with prosecution of these claims.

It is understood that all expenses to be incurred in prosecution of your claims will be borne by Nabcor, which is simultaneously pursuing identical claims.

If this letter accurately sets forth our understanding, please indicate your approval in the space provided below, and return the signed copy to me as soon as possible. An extra copy is enclosed for your records.

I will keep you advised on all development in your matter, and request that you inform me as soon as possible on any developments or feedback you believe may be important for me to know about.

Very truly yours,

Carl E. Person

Accepted this 24th day
of November, 1970:

ROBERT B. HEIM

CARL E. PERSON
ATTORNEY AT LAW

150 EAST 61st STREET
NEW YORK, NEW YORK 10021

A 408

November 21, 1970

Nabcor of East New York, Inc.
c/o Ernest M. Turco, President
1204A Saw Mill River Road
Yonkers, N.Y. 10710

Dear Mr. Turco:

This is to confirm our understanding pursuant to which I agreed to represent you individually and as representatives of a class or sub-class of Brokers franchised by National Auto Brokers Corp. ("Nabcor") in all of your claims to date against General Motors Company, Ford Motor Company and other automobile manufacturers, various new automobile dealers, automobile dealer associations, newspapers, banks and financial institutions, better business bureaus and persons associated therewith, and motor vehicle department personnel with respect to violations under any of the federal or state antitrust laws.

As mutually agreed, my fee will be wholly contingent, amounting to 35% of all amounts recovered through judgment, settlement or otherwise (including interest, penalties and attorneys' fees), after deduction of all expenses paid or incurred by Nabcor in connection with prosecution of these claims.

It is understood that all expenses to be incurred in prosecution of your claims will be borne by Nabcor, which is simultaneously pursuing identical claims.

If this letter accurately sets forth our understanding, please indicate your approval in the space provided below, and return the signed copy to me as soon as possible. An extra copy is enclosed for your records.

I will keep you advised on all development in your matter, and request that you inform me as soon as possible on any developments or feedback you believe may be important for me to know about.

Very truly yours,

Carl E. Person

Accepted this 23 day
of November, 1970:

ERNEST M. TURCO on behalf of himself
and NABCOR OF EAST NEW YORK, INC.
Ernest M Turco Pres

CARL E. PERSON
ATTORNEY AT LAW

150 EAST 61ST STREET
NEW YORK, NEW YORK 10021

A 489

November 21, 1970

Alfred J. Young, Sr., d/b/a
A. J. Young, Sr. Auto Sales
7830 Black River Road
Watertown, N.Y. 13601

Dear Mr. Young:

This is to confirm our understanding pursuant to which I agreed to represent you individually and as representatives of a class or sub-class of Brokers franchised by National Auto Brokers Corp. ("Nabcor") in all of your claims to date against General Motors Company, Ford Motor Company and other automobile manufacturers, various new automobile dealers, automobile dealer [illegible] newspapers, banks and financial institutions, better business bureaus and persons associated therewith, and motor vehicle department personnel with respect to violations under any of the federal or state antitrust laws.

As mutually agreed, my fee will be wholly contingent, amounting to 35% of all amounts recovered through judgment, settlement or otherwise (including interest, penalties and attorneys' fees), after deduction of all expenses paid or incurred by Nabcor in connection with prosecution of these claims.

It is understood that all expenses to be incurred in prosecution of your claims will be borne by Nabcor, which is simultaneously pursuing identical claims.

If this letter accurately sets forth our understanding, please indicate your approval in the space provided below, and return the signed copy to me as soon as possible. An extra copy is enclosed for your records.

I will keep you advised on all development in your matter, and request that you inform me as soon as possible on any developments or feedback you believe may be important for me to know about.

Very truly yours,

Carl E. Person

Accepted this 24th day
of November, 1970:

ALFRED J. YOUNG, SR.

A 410

CARL E. PERSON
ATTORNEY AT LAW

150 EAST 61ST STREET
NEW YORK, NEW YORK 10021

November 21, 1970

General Auto Sales, Inc.

Dale Strimpel
1583 Sand Ridge Road
Alden, N.Y. 14004

Dear Mr. Strimpel:

This is to confirm our understanding pursuant to which I agreed to represent you individually and as representatives of a class or sub-class of Brokers franchised by National Auto Brokers Corp. ("Nabcor") in all of your claims to date against General Motors Company, Ford Motor Company and other automobile manufacturers, various new automobile [illegible] newspapers, banks and financial institutions, better business bureaus and persons associated therewith, and motor vehicle department personnel with respect to violations under any of the federal or state antitrust laws.

As mutually agreed, my fee will be wholly contingent, amounting to 35% of all amounts recovered through judgment, settlement or otherwise (including interest, penalties and attorneys' fees), after deduction of all expenses paid or incurred by Nabcor in connection with prosecution of these claims.

It is understood that all expenses to be incurred in prosecution of your claims will be borne by Nabcor, which is simultaneously pursuing identical claims.

If this letter accurately sets forth our understanding, please indicate your approval in the space provided below, and return the signed copy to me as soon as possible. An extra copy is enclosed for your records.

I will keep you advised on all development in your matter, and request that you inform me as soon as possible on any developments or feedback you believe may be important for me to know about.

Very truly yours,

Carl E. Person

Accepted this day
of November, 1970:

DALE STRIMPEL, for himself and
as sole shareholder and President
of General Auto Sales, Inc.

A 411

CARL E. PERSON
ATTORNEY AT LAW

150 EAST 61ST STREET
NEW YORK, NEW YORK 10021

November 21, 1970

Courtesy Auto Brokers

Peter J. Cucci
34 Burgess Avenue
Huntington Station, N.Y. 11746

John Dougal
Quebec Drive
Huntington Station, N.Y.

Dear Messrs. Cucci and Dougal:

This is to confirm our understanding pursuant to which I agreed to represent you individually and as representatives of a class or sub-class of Brokers franchised by National Auto Brokers Corp. ("Nabcor") in all of your claims to date against General Motors Company, Ford Motor Company and other automobile manufacturers, various new automobile dealers, automobile [illegible] banks and financial institutions, better business bureaus and persons associated therewith, and motor vehicle department personnel with respect to violations under any of the federal or state antitrust laws.

As mutually agreed, my fee will be wholly contingent, amounting to 35% of all amounts recovered through judgment, settlement or otherwise (including interest, penalties and attorneys' fees), after deduction of all expenses paid or incurred by Nabcor in connection with prosecution of these claims.

It is understood that all expenses to be incurred in prosecution of your claims will be borne by Nabcor, which is simultaneously pursuing identical claims.

If this letter accurately sets forth our understanding, please indicate your approval in the space provided below, and return the signed copy to me as soon as possible. An extra copy is enclosed for your records.

I will keep you advised on all development in your matter, and request that you inform me as soon as possible on any developments or feedback you believe may be important for me to know about.

Very truly yours,

Carl E. Person

Accepted this day
of November, 1970:

Peter J. Cucci
For ourselves and as the partners of
Courtesy Auto Brokers.

John Dougal
John Dougal

412

2W-3315
[illegible]

DUPLICATE

THE SECURITIES INVOLVE A HIGH DEGREE OF RISK
(see "Risk Factors to be Considered", Page 3).

OFFERING CIRCULAR

FEB 10 1971

National Auto Brokers Corp.

$150,000 10% Convertible Subordinated Debentures due January 1, 1981
(and the 75,000 Shares of Common Stock, $.01 Par Value,
into which the Debentures are convertible)

150,000 Shares of Common Stock ($.01 Par Value)

THERE IS PRESENTLY NO MARKET FOR THE SECURITIES OFFERED HEREIN. THESE SECURITIES ARE OFFERED PURSUANT TO AN EXEMPTION FROM REGISTRATION WITH THE UNITED STATES SECURITIES AND EXCHANGE COMMISSION. THE COMMISSION DOES NOT PASS UPON THE MERITS OF ANY SECURITIES NOR DOES IT PASS UPON THE ACCURACY OR COMPLETENESS OF ANY OFFERING CIRCULAR OR OTHER SELLING LITERATURE.

	Offering Price to Public (1)	Underwriting Discounts or Commissions (2)(4)	Proceeds to the Company (3)
Per Debenture	$500	$50	$450
Total	$150,000	$15,000	$135,000
Per Share	$1.00	$.10	$.90
Total	$150,000	$15,000	$135,000

The debentures are convertible into common stock for a 4-year period at a conversion price of $2.00 per share, subject to adjustment under certain conditions, and are callable thereafter at 105%.

(1) The Underwriter, as agent for the Company, has agreed to publicly offer the 150,000 shares of common stock and 300 debentures covered hereby on a straight "best-efforts" basis. (See "Underwriting".) All moneys collected from subscribers will be placed in escrow with American Bank & Company, 70 Wall Street, New York, N. Y., until such moneys are used to purchase the Company's securities being offered hereby. This offering shall terminate within sixty (60) days from the date of this Offering Circular or by the end of any extended period, up to an additional sixty (60) days, if the Company and the Underwriter mutually agree to such extension of offering time.

(2) Does not include a non-accountable expense allowance of $.05 per share and $25 per debenture (up to a maximum aggregate of $15,000, depending on the number of shares and debentures sold, with a minimum of $5,000 in any event) payable to the Underwriter (which expenses shall include legal fees of the Underwriter's counsel). To the extent that the expenses of the Underwriter total less than the expense allowance, the difference may be deemed to be additional underwriting compensation.

(3) Assuming sale of all of the 150,000 shares and 300 debentures offered hereby, the Company will receive $300,000 before deducting underwriting commissions ($30,000), underwriting expenses ($15,000), and sundry expenses payable by the Company ($15,000), including fees for the attorney and accountant, printing expenses and blue sky filing fees. The net proceeds to the Company, assuming sale of all the securities offered hereby, will be approximately $240,000.

(4) Does not include substantial additional compensation deemed to be received by the Underwriter. (See "Underwriting".)

This offering involves:

(a) Special risks concerning the Company. (See "Risk Factors to be Considered".)

(b) Immediate substantial dilution of the book value of the common stock from the public offering price. (See "Risk Factors to be Considered".)

(c) Significant additional underwriting compensation through the sale, at a nominal price of $.001 per Warrant, to the Underwriter of up to 15,000 Warrants to purchase up to 15,000 shares of the Company's common stock at $1.10 per share and other concessions involving possible preferential rights to future financings, the possible right to designate a nominee to the Board of Directors, and the right to indemnification. (See "Underwriting".)

OCCIDENTAL SECURITIES CORP.

150 Broadway
New York, N. Y. 10038

The date of this Offering Circular is January 29, 1971

8
WIT.
DATE [illegible]

The shares of common stock and debentures are offered by the Underwriter on a "best-efforts" basis and subject to prior sale and to withdrawal, cancellation or modification of the offer without notice, to approval of certain legal matters for the Company by Carl E. Person, Esq. and for the Underwriter by Rossi, Solomon & Mouradian, P. C., and to certain further conditions set forth in the underwriting agreement. The Underwriter reserves the right to reject at any time any order for the purchase of the shares or debentures being offered hereby in whole or in part.

No dealer, salesman or any other person has been authorized to give any information or make any representations other than those contained in this Offering Circular and, if given or made, such information or representations must not be relied upon as having been authorized by the Company or the Underwriter. If there are any material changes in the Company's affairs, appropriate amendments to the Offering Circular will be made.

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IN CONNECTION WITH THIS OFFERING, THE UNDERWRITER MAY OVER-ALLOT OR EFFECT TRANSACTIONS WHICH STABILIZE OR MAINTAIN THE MARKET PRICE OF THE COMMON STOCK OR DEBENTURES AT A LEVEL ABOVE THAT WHICH MIGHT OTHERWISE PREVAIL IN THE OPEN MARKET. SUCH STABILIZING, IF COMMENCED, MAY BE DISCONTINUED AT ANY TIME.

THE COMPANY

National Auto Brokers Corp. (the "Company") was incorporated under the laws of the Commonwealth of Pennsylvania on January 14, 1966, and has its principal place of business at 101 Benson Manor, Jenkintown, Pennsylvania.

The Company has more than 70 active franchised automobile "brokers" to assist consumers in purchasing any make and model of new automobiles at a discount from retail prices regularly charged by factory-owned and factory-franchised dealers.

The Company was originally incorporated under the name Nabcor, Inc. (an abbreviated form of its current name) and changed its name to National Auto Brokers Corp. on September 24, 1970.

RISK FACTORS TO BE CONSIDERED

The securities being offered by this Offering Circular are speculative in nature. Therefore, each prospective investor should consider very carefully certain risks and speculative factors inherent in and affecting the business of the Company prior to making any investment in the Company.

1. The Company may require additional capital following receipt of the proceeds of this offering, particularly if less than all of the offered securities are sold, and there is no assurance that such capital may be obtained.

2. There is no present market for any of the Company's securities, and there is no assurance that a regular trading market for the common stock or debentures will develop at the conclusion of this offering. Purchasers of the shares or debentures may, therefore, have difficulty in selling them should they desire to do so. The offering price of the common stock has been arbitrarily agreed upon between the Company and the Underwriter, and bears no relationship to book value or any other criteria.

3. There is no assurance that the Company will be able to pay the debt service requirements on the debentures. In order to retire the debentures at their maturity, the Company may have to issue new debentures or otherwise refinance such matured debentures. There is no assurance that the Company would be able to obtain such refinancing. Purchasers of the common stock or debentures should note that the Company does not have a substantial book value. Also, purchasers of the debentures should note that the debentures are being offered and issued pursuant to an exemption from the requirements of the Trust Indenture Act of 1939. As a result of this exemption, the Company is permitted to make this offering of debentures without the use of an indenture or trustee, making any required enforcement of debentureholders' rights more difficult. Furthermore, the debentures are subordinated to all debts incurred by the Company, including moneys presently owed to the Company's officers and directors; therefore, the debentureholders upon liquidation may not be able to recover their investment.

4. The type of business is highly competitive, and other companies now engaged in this business or any part thereof are larger and better established. The Company has not been franchised by any automobile manufacturer to sell new automobiles, and in the past the Company has had some difficulty in obtaining its required supply of new automobiles. Presently, the Company has no material difficulty in obtaining new automobiles, but there is no assurance that difficulties will not recur. Also, fear of loss of protection under the manufacturer's warranty has had an adverse effect on sales.

5. The Company's franchisees do not supply parts or service and, as a consequence, do not compete on equal terms with factory-franchised dealers, who do supply factory-authorized parts and service. (See "Business—Marketing of New Automobiles—NABCOR System—Parts and Repairs by Others".)

6. Nine of the Company's franchised brokers (including three Area Brokers) have instituted lawsuits against the Company seeking to rescind their franchise agreements with the Company and to recover franchise fee payments made to the Company aggregating $47,966 plus interest and costs, and penalties aggregating an additional $71,375 or more. (See "Litigation".)

7. The Company has filed suit against various companies for possible violations of the federal antitrust laws, but there is no assurance that the Company will be able to recover any amounts based on such claims and the Company could incur substantial expenses and court costs in connection with complex and lengthy antitrust litigation in one or more jurisdictions against various defendants. Up to $50,000 of the net proceeds of this offering has been allocated to prosecuting these claims. The litigation is likely to cost a great deal more than $50,000 and the Company may not be able to obtain the necessary funds, in which case it may have to abandon the litigation thereby completely losing all of the funds that had been used up until that time. (See "Application of Proceeds" and "Litigation".)

8. Franchise sales have dropped 63% for the six months ended July 31, 1970 (in comparison to the six-month period ended July 31, 1969), and most of the Company's profit has come from such franchise sales.

9. After the public offering has been completed, the present shareholders of the Company will own 70% (or 60.13% assuming conversion of all 300 debentures, into 75,000 shares) of the common stock and, because there are no cumulative voting rights, will be able to continue their control of the Company.

10. The Underwriter was recently formed and has no substantial experience in the distribution of securities. Therefore, the Underwriter may experience difficulties in selling the Company's securities which a more experienced underwriter would not have.

11. The Company has not paid any dividends on its common stock and does not intend to pay any dividends in the foreseeable future. The debentures contain certain restrictions on dividend payments. (See "Description of Common Stock, Debentures and Warrants—Debentures— Restriction as to Dividends".)

12. There is no assurance that the Company will be able to obtain or retain competent personnel.

13. The Underwriter will receive from the Company, at a price of $.001 per Warrant, up to a maximum of 15,000 Warrants to purchase up to 15,000 shares of common stock at $1.10 per share, for a period of 47 months commencing thirteen months after the effective date of this Offering Circular. For the life of the Warrants, the holders thereof at a nominal cost may profit from a rise in the market price of the common stock with a resulting dilution in the shareholders' interests. During the term of the Warrants, the Company may be deprived of favorable opportunities to obtain additional equity capital, if such were needed for business purposes; and the holders of the Warrants may be expected to exercise them at a time when the Company might be able to obtain equity capital, if then needed, on terms more favorable

than those provided in the Warrants. (See "Description of Common Stock, Debentures and Warrants—Warrants" and "Underwriting".)

Dilution

1. If all of the 150,000 shares and 300 debentures offered hereby are sold and if none of the debentures will be converted into common stock, the present shareholders will own 70% of the outstanding common stock at a cost to them of about $57,000 (the approximate book value as of July 31, 1970) and the public shareholders purchasing hereunder will own 30% of the outstanding common stock for their cash investment of $150,000. The book value of the presently outstanding common stock will be increased, at no cost to the present shareholders, from approximately $57,000 or $.16 per share to $103,000 or $.29 per share, while the equity of the public shareholders will decrease from the $1.00 per share offering price to approximately $.29 per share. The aggregate increase in the equity of the present shareholders will amount to approximately $46,000 while the aggregate decrease in the equity of the public shareholders will amount to approximately $106,000.

2. If all of the 150,000 shares and 300 debentures offered hereby are sold and if all of the debentures will be converted (into an aggregate of 75,000 shares of common stock), the present shareholders will own approximately 61% of the outstanding common stock at a cost to them of about $57,000 (the approximate book value as of July 31, 1970) and the public shareholders purchasing hereunder will own approximately 39% of the outstanding common stock for their cash investment of $300,000. The book value of the presently outstanding common stock will be increased, at no cost to the present shareholders, from approximately $57,000 or $.16 per share to $181,000 or $.52 per share, while the equity of the public shareholders will decrease from the offering price of $1.00 (as to 150,000 shares) and $2.00 (as to 75,000 shares, upon conversion of the 300 debentures) to approximately $.52 per share. The aggregate increase in the equity of the present shareholders will amount to approximately $124,000 while the aggregate decrease in the equity of the public shareholders will amount to approximately $184,000 (an aggregate decrease in equity of $73,000 for the purchasers of the 150,000 shares, and an aggregate decrease in equity of $111,000 for the purchasers of the debentures).

BUSINESS

Organization of the Company

NATIONAL AUTO BROKERS CORP. (the "Company") was incorporated under the laws of Pennsylvania on January 14, 1966, and has its principal place of business at 101 Benson Manor, Jenkintown, Pennsylvania. The Company is qualified to do business in New York (under the name Nabcor, Inc.) and has its only branch office at 744 Saw Mill River Road, Yonkers, New York.

The Company was originally incorporated under the name Nabcor, Inc. (an abbreviated form of its present name) and changed its name to National Auto Brokers Corp. on September 24, 1970.

In 1966, the Company began franchising brokers to assist individual users in selecting and purchasing any make and model of new automobiles (of domestic manufacture) at a discount from retail prices regularly charged by factory-owned and factory-franchised dealers (collectively referred to, from time to time, as "factory dealers").

Marketing of New Automobiles—General

Almost 100% of the *sales* of domestic and foreign new automobiles in the United States to individual users (including families and small businesses) are made by a retail outlet owned by the automobile manufacturer itself ("factory-owned dealer") or by an independent retail outlet franchised by the automobile manufacturer ("factory-franchised dealer"). (The term "sales" above does not include long-term lease arrangements, which are often the functional equivalent of a sale.)

Most sales of new automobiles to individual users are made by factory dealers, of which there are an aggregate of approximately 26,000 located in the United States retailing new automobiles manufactured in the United States. During the past 4½ years approximately 690 (or 1/500th of 1%) of all new American automobile sales to individual users were sold through the Company's system of franchised brokers (the "NABCOR System"). For fiscal years ending January 31, the Company sold the following number of new automobiles: 77 in 1966-67; 205 in 1967-68; 149 in 1968-69; 163 in 1969-70; and 96 from February 1 to July 31, 1970. The term "NABCOR" is an abbreviated form of the Company's name "National Auto Brokers Corp."

Marketing of New Automobiles—NABCOR System

1. *Brokerage Fees Upon Sale of New Cars.* The Company has more than 70 franchised automobile "brokers" and plans to use the offering proceeds for the development of a nationwide network of brokers, to assist individual users in selecting and buying any make and model of new automobiles (of domestic manufacture) at the wholesale price paid by factory dealers plus a make-ready charge ranging ordinarily from $25 to $100 (based on the Company's past experience and depending on the make and model of new automobile). To this new-car cost there is added a handling charge of $25 (all of which is retained by the Company) and a brokerage commission amounting to approximately $200.

The Company suggests this amount as the commission to be charged by its Brokers, but each Broker is free to charge a different commission. To date, the Company's Brokers have charged brokerage commissions approximating $200 on the average for new-car purchases. The suggested brokerage commission is higher than $200 for limited-production automobiles (such as Cadillacs, Mark III's and Corvettes) but involves only about 5% of the NABCOR System's sales, amounting to approximately 34 automobiles during the past 4½ years. For fiscal years ending January 31, the Company sold the following number of new limited-production automobiles: 1 in 1966-67; 9 in 1967-68; 10 in 1968-69; 11 in 1969-70; and 3 from February 1 to July 31, 1970.

A Broker, after obtaining an order for a new automobile, either orders the automobile directly from a local franchised dealer or, as is more customary, orders the automobile from the Company. Orders for new automobiles received by the Company are processed by ordering the specified make and model of automobile (with any desired optional equipment) from a dealer franchised by the appropriate manufacturer. This franchised dealer, who may be located anywhere in the United States, has agreed to sell, or is actually selling, new automobiles to the Company, on a "fleet" or wholesale basis. The franchised dealer, in turn, transmits the order to the factory, with a request that the new automobile, after assembly, be "drop-shipped" or transported directly to a designated location in the United States, which ordinarily will be the community in which the Broker is doing business. The new automobile will be shipped by the factory to one of its franchised dealers in the community (not necessarily the dealer ordering the vehicle from the factory) for preparation, to be picked up by the Broker for delivery to his customer.

The Company is now able to deliver new automobiles of any make and model to its franchisees without any material difficulties. It is entirely possible that difficulties in ordering and receiving delivery of new automobiles could become a material problem for the Company at any time or times in the future. In the past, the Company has had difficulties in obtaining deliveries of new automobiles, resulting in cancelled orders for approximately 140 new automobiles, as follows: 86 in 1966-67; 38 in 1967-68: 5 in 1968-69; and an estimated 11 from February 1, 1969 to the date of this Offering Circular.

For a franchise fee of $1,500 (refundable in full—see section "6" below), the Company or its Master Brokers or Area Brokers will enfranchise a suitable Broker. This Broker can commence operations as a NABCOR dealer with a comparatively small overhead expense.

Although some purchasers may fear a loss of protection or services under the manufacturer's warranty, each manufacturer requires its factory dealers to honor the warranty as to original owners. The manufacturer compensates its dealer at the predetermined rate for the repair whether or not the repair is performed on an automobile sold by the same dealer, another factory dealer or by some other new car dealer (such as the Company). In the past, some factory dealers have refused to honor warranties on automobiles sold through the NABCOR System.

2. *Brokerage Fees Upon Sale of Trade-Ins.* Up to May, 1970, the Company's Brokers were reselling "trade-ins" on an independent basis, outside of the Company's system. However, beginning in May, 1970, the Company incorporated into the NABCOR System all resales of used cars traded in (hereinafter "trade-ins") by purchasers of new cars through NABCOR Brokers. The Company's new trade-in policy applies to all franchisees. The Company suggests a brokerage fee of approximately $200 on each trade-in. The purchaser of a traded-in (used) automobile pays its wholesale value plus the brokerage fee established by the Broker. The NABCOR trade-in system is first being used in connection with sales of 1971 automobiles, and to date only 5-6 trade-ins have been sold through the NABCOR system since May, 1970.

This wholesale value will be established by the Broker, who will refer to industry-wide wholesale value listings and other materials to be supplied periodically by the Company. The wholesale value will be established when the owner of the used car places with the Broker an order for a new car. If the Broker has not been able to sell the customer's trade-in prior to delivery of the ordered new car, the used car either will be sold to a used car dealer (for the wholesale value without any brokerage commission), or other Brokers in the area will be permitted to find a buyer for the trade-in, to participate in the brokerage commission on its resale.

The brokerage fee (of approximately $200) charged on each resale of a traded-in car to a retail customer is distributed to the Company, Master Broker, Area Broker and Broker in identical fashion to distribution of the brokerage fee paid on new car transactions.

3. *Financing of Automobile Purchases.* The Company plans to expand its NABCOR System by arranging for the financing and certain used car purchases through its system on a master plan arrangement with various banks. To date, the Company has discussed financing possibilities with various financial institutions and has obtained a firm commitment from Garden State Bank, Cinnaminson, New Jersey. The commitment is to finance the purchase of cars sold through the NABCOR System to local buyers having a satisfactory credit rating. The bank has imposed no limit on the number of new automobiles to be financed by it. The bank has agreed to finance an amount not exceeding the manufacturers'

wholesale price. This proposed addition to the system, depending on the combined purchasing power of the participating Brokers, may be able to obtain financing terms and services more favorable than the individual Brokers could obtain for themselves. None of the proceeds of this offering would be required to establish this financing plan. There is no assurance that a master plan arrangement can be established, or if one is established that it would prove profitable.

4. *Parts and Repairs by Others.* The NABCOR System members do not themselves provide either parts or services to their customers, but these are readily available from garages and factory dealers. In the case of repairs for original owners covered by the factory warranty, the original owner can obtain such work at any factory dealer which supplies parts and performs repairs.

By not offering these services directly, the NABCOR Broker can sell new cars with a small capital outlay and work on a comparatively small margin.

The Company and its franchisees have a competitive disadvantage and have lost sales by not being able to supply factory-authorized parts or service directly to their own customers. Also, fear of loss of protection under the manufacturer's warranty has held an adverse effect on sales.

5. *Foreign Car Exclusion:* Increased Commission on Specialty Automobiles.

It should be noted that foreign cars are not now included in the NABCOR System, and that low-production cars manufactured in the United States (including Cadillacs, Mark III's and Corvettes) are obtainable through the system only upon payment of a higher commission. About 6½% of the new-car sales through the NABCOR System in the 1969 fiscal year involved these higher commissions, amounting to approximately 11 automobiles.

6. *The NABCOR System of Franchised Brokers, Area Brokers and Master Brokers.*

The Company is offering a maximum of 200 Master Broker franchises at $37,500 each, refundable up to 100% by the end of the franchisee's 1st year. Eight such franchises were sold at $50,000 each during 1967-69 (under an old plan) and one franchise was sold for $37,500 during 1970 (under the present plan). (See "Litigation".) Each such franchise is intended to cover a population of approximately 1,000,000 people. The Master Broker franchise fee will be completely refunded if by the end of the 1st year the Master Broker sells all 10 of the Area Broker franchises available to him for sale, at $7,500 apiece. No full refunds have been earned by any Master Brokers in the past.

Each Area Broker will receive a refund of his $7,500 franchise fee if by the end of his 1st year he has sold all 10 of the Broker franchises available for sale by him, at $1,500 apiece. Two full refunds have been earned by Area Brokers in the past. Approximately 19 Area Broker franchises were sold by Master Brokers (with none of the proceeds being payable to the Company) and approximately 11 Area Broker franchises were sold by the Company at $6,250 each during 1968-69 (under an old plan) and two franchises were sold by the Company for $7,500 each during 1970 (under the present plan). (See "Litigation".)

Each Broker receives 50% of all brokerage fees on sales developed by him. In addition to his 50% of the brokerage fees, each Broker receives an additional payment of 12½% of the brokerage fees during the 1st year until he has received a full refund of all his $1,500 franchised fee. A full refund will occur if, by the end of his 1st year, he has produced brokerage commissions amounting to at least $12,000 (which would be produced by sales of 60 cars at the suggested brokerage commission of $200). When the $1,500 franchise fee is fully refunded or the 1-year period expires, the 12½% additional payment (or $25 on each $200 of brokerage fees produced by him) will terminate. No full refunds have been earned by any Brokers in the past.

Fifty percent (50%) of the applicable franchise fee payable by a NABCOR broker is placed in escrow by the Company for a 6-month period for refund to any such broker who decides at such time to discontinue his NABCOR franchise.

An estimated 150 Broker franchises were sold by Area Brokers (with none of the proceeds being payable to the Company) and approximately 70 Broker franchises were sold by the Company at $5,000 apiece during 1966-68 (plus materials, averaging about $400 apiece), and approximately 6 Broker franchises were sold by the Company at $1,500 apiece during 1966-69, all under an old plan. (See "Litigation".) Approximately 20 Broker franchises have been sold by the Company from 1970 to date under the present plan.

Investors should note t[illegible]00 franchises must be sold under the present plan if all Master Brokers and Area Brokers a[illegible]ceive a full refund of their franchise payments.

At the end of each year for each category of broker under the new plan, effective in May, 1970, the franchise is renewable for a 1-year period upon payment of $50 by Brokers, $250 by Area Brokers and $1,000 by Master Brokers. No franchise agreements under the new plan have come up for renewal as of the date of this Offering Circular. These renewal fees are deemed to cover the costs of reestablishing the franchise agreements and providing the brokers with updated materials. Franchise renewal rights under the new plan may be conditioned upon minimum annual sales of new or used cars amounting to 100 for a Broker, 500 for an Area Broker and 2,500 for a Master Broker, but to the date of this Offering Circular the Company has not terminated any active brokers at any level for failure to achieve the minimum sales figures. Under the old plan the franchises were automatically terminated at the end of 5 years. During 1969, under the old plan, only 1 (or approximately 2%) of all the Brokers reached the minimum annual sales figure of 100 new or used cars, reaching such minimum sales figure by the 9th month of the year.

On the sale of each new and used car through the NABCOR System, the Company receives 100% of the $25 handling charge and $25 on each $200 (or 12½%) of gross brokerage commissions produced by the system. This formula applies after all refunds referred to above have been paid or upon expiration of all applicable 1-year periods for refund rights. If by the end of his 1st year a Broker, Area Broker or Master Broker does not receive a full refund of his franchise fee the Company in effect will receive a higher percentage of related gross sales, but when the full refund is to be received by all levels of brokers, the Company earns a $25 handling charge and 12½% of the gross brokerage fees for each new and used car sold through the system; the Broker receives 50%, the Area Broker receives 25%, and the Master Broker receives 12½% of the gross brokerage commission.

At present, the Company has approximately 5 active Master Brokers, 15 active Area Brokers and 52 active Brokers, operating in an aggregate of 12 states, as follows: Connecticut, Delaware, Florida, Illinois, Indiana, Maryland, New Jersey, New York, North Carolina, Ohio, Pennsylvania and Virginia. Approximately 4 Master Brokers, 15 Area Brokers and 194 Brokers are inactive. This inactivity in some cases may have resulted from past difficulties by the Company in establishing the NABCOR System. Approximately 57 (Broker) franchises are due to be terminated over the next 12 months by lapse of the 5-year franchise period.

The NABCOR System provides each Broker, Area Broker and Master Broker with the following: (i) training by Company personnel; (ii) a package of copyrighted training materials; (iii) an electric identification sign; (iv) forms for conducting the business; (v) sales promotion material and advertising mats; and (vi) price lists for new and used cars.

Upon successful conclusion of this offering, the Company plans to develop its nationwide NABCOR System by hiring a Director of Franchises, who will be responsible for sale of franchises to Master Brokers and training in connection therewith, and a Director of Broker Operations, who will be responsible for assisting Area Brokers and Master Brokers in selecting, appointing and training Brokers, and for assisting Brokers in promoting car sales.

License Requirements

The Company has been licensed as a new car dealer by the State of New York since 1966, and has renewed the license yearly thereafter without any difficulty. Of course, there is no assurance that the license will be renewed by New York State in future years. Although the Company's ability to operate successfully on a nationwide or local basis depends upon having a state license to operate as a new car dealer, the Company believes that, if necessary, it would be able to obtain any needed substitute or additional licenses in one or more other states.

Competition

The Company's business of retail sales of new automobiles is highly competitive. The Company's competitors may be deemed to consist of (i) factory-owned dealers, (ii) factory-franchised (independent) dealers, (iii) fleet buyers for resale (including other independent dealers who are not factory-franchised; fleet management companies; and automobile leasing companies), and (iv) the automobile manufacturers, with respect to factory sales to government agencies and foreign retailers. Also, sellers of used automobiles are competitors of the Company. There is no assurance that additional competitors may not come into existence on the local and/or national levels.

Many of the Company's competitors are larger and better financed than the Company, and are better known to the car-buying public.

See "Business—Marketing of New Automobiles—General" for a fuller description of the Company's primary competition.

Property

The Company leases the premises it occupies and owns no real estate.

The Company's main offices are located at 101 Benson Manor, Jenkintown, Pennsylvania, where it leases an aggregate of 1,000 square feet of space on the main floor of a 10-story office and residential building under a 1-year lease agreement ending May 31, 1971, at a monthly rental of $310, with an option to renew for a 1-year period at $320 per month. The Lessor is not affiliated with the Company.

The Company's only branch office is located at 744 Saw Mill River Road, Yonkers, New York, where it sub-leases a 1-story concrete block building (with 200 square feet of space) and adjacent land area aggregating 4,800 square feet under a 1-year lease agreement ending January 1, 1971, at a monthly rental of $125, with no option to renew. The Lessor is the Company's Master Distributor for the New York City and Westchester County area. If the Company and its Lessor cannot agree to an extended period on satisfactory terms, the Company will seek a suitable location in the New York City area. Any such change in location will not materially affect the Company's business.

Copyrights were obtained in 1969 for Company-prepared training manuals used by its Master Brokers, Area Brokers and Brokers. In 1970, the Company's trademark "NABCOR" was registered with the United States Patent Office.

Employees

Frank Maiorana, President, manages the Company's affairs on a full-time basis. Anthony Maiorana, Secretary and Treasurer, and Jack Snyder, Vice President—Purchasing, are also employed by the Company on a full-time basis.

The Company employs 2 other full-time employees, both of whom are engaged in clerical and secretarial activities at the Company's main office. Upon successful conclusion of this offering, the Company plans to hire approximately 3 additional employees, as follows: a Director of Franchise Operations, a Director of Broker Operations and, if the volume of business warrants, an additional office employee.

APPLICATION OF PROCEEDS

The net proceeds to be realized by the Company after deduction of estimated expenses of the offering will range up to an estimated maximum of $240,000 (depending on the number of shares and debentures actually sold). The Company intends to use the net proceeds during the 1-year period after this offering in the following order and priority:

	Per Cent of Offering Sold (Assuming sale of an equal amount of shares and debentures)			
	100%	75%	50%	25%
1. Marketing employee and expenses	$ 25,000	$ 20,000	$ 20,000	$17,000
2. Sales training and promotional employee	10,000	10,000	10,000	8,000
3. Advertising	25,000	20,000	10,000	5,000
4. Sales training and promotion equipment	20,000	20,000	15,000	6,000
5. Debt service on the Debentures	15,000	11,250	7,500	3,750
6. Expenses of antitrust litigation	50,000	50,000	30,000	15,000
7. Working capital	95,000	45,000	20,000	4,000
Total	$240,000	$176,250	$112,500	$58,750

No material variation in use of proceeds would occur if the offered shares and debentures are sold in unequal proportions, except that the Debt service on the Debentures (Item 5) could be up to 100% (i) more than the amounts indicated, in which case any such excess would be taken from Working capital (Item 7); or (ii) less than the amounts indicated, in which case any such reduction would be added to Working capital.

Only 1 marketing employee and 1 sales training employee are to be hired by the Company, assuming 25% or more of the offering is sold.

All or part of the interest and/or principal on certain notes payable to two officers and principal shareholders of the Company may be deemed payable out of the proceeds of the offering to the extent that earnings of the Company may not be sufficient to pay such interest or principal. (See "Certain Transactions".)

Since all of the net proceeds of this offering will not be utilized immediately, part of the net proceeds will be invested, in the interim, in U. S. Government securities.

CAPITALIZATION

The following table shows the capitalization of the Company as of the date of this Offering Circular and as adjusted to give effect to the sale of all 150,000 shares of common stock and 300 Debentures offered hereby.

Title of Class	Amount Authorized	Amount Outstanding	Amount to be Outstanding
Common Stock, Par Value $.01 (2) ..	1,500,000 shs.	350,000 shs. (1)	500,000 shs. (1)
10% Debentures, $500 Principal Amount	300 debs. $150,000 pr. amt.	None	300 debs. $150,000 pr. amt.

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(1) Not including (i) up to 15,000 common stock purchase warrants and underlying 15,000 shares of common stock reserved for issuance upon the exercise of such warrants to be issued to the Underwriter (see "Underwriting"); (ii) 20,000 shares of common stock reserved for issuance upon exercise of qualified stock options which may be granted to key employees or certain officers of the Company; and (iii) 75,000 shares of common stock reserved for issuance upon conversion of the 300 Debentures offered hereby.

(2) On September 24, 1970, the Company amended its charter to change its authorized capitalization from 5,000 shares of $1.00 par value common stock to 1,500,000 shares of $.01 par value common stock. There were 1,875 and 1250/1866 shares of $1.00 par value common stock outstanding on July 31, 1970. The new common shares of $.01 par value were exchanged for the old at the rate of 186.6 to 1.

DESCRIPTION OF COMMON STOCK, DEBENTURES AND WARRANTS

Common Stock

All common stock is entitled to participate equally in dividends and rank equally upon liquidation. The common stock does not have preemptive rights. Each shareholder has one vote for each share registered in his name.

The common stock has non-cumulative voting rights, which means that the holders of more than 50% of the stock voting for the election of directors can elect 100% of the directors if they choose to do so. In that event, the holders of the remaining shares would not be able to elect any person or persons to the Board of Directors.

The Company's shares of common stock to be issued and outstanding after completion of this offering, and any conversion of the offered debentures into shares of common stock, will be lawfully issued, fully paid and non-assessable.

Debentures

The $150,000 principal amount of Debentures (the "Debentures") offered hereby are to be issued under Articles of Debenture adopted and executed by the Company dated September 23, 1970, constituting an agreement for the benefit of debentureholders and other interested parties (hereinafter called the "Articles of Debenture"). The Debentures are to be issued pursuant to an exemption from the Trust Indenture Act of 1939 and for such reason there will be no indenture and no independent trustee (except that an independent trustee may be appointed by holders of at least 10% of the then outstanding Debentures and, at the option of the Company, may be required to qualify under the Trust Indenture Act of 1939 at the expense of such debentureholders. A copy of the form of the Articles of Debenture is filed as an Exhibit to the Notification. The summaries of certain provisions of the Articles of Debenture contained herein do not purport to be complete, and where particular provisions of the Articles of Debenture are referred to, such provisions, including definitions of certain terms, are incorporated by reference as a part of such summaries or terms, which are qualified in their entirety by such reference.

The Debentures are to mature January 1, 1981, and are to bear interest at the rate of 10 per cent per annum, payable semi-annually on January 1 and July 1 to the registered holders of record at the close of business on the preceding December 15 and June 15, respectively, subject to certain exceptions provided in the Articles of Debenture. Principal and interest are to be payable at Fidelity Registrar and Transfer Co., 1 Exchange Place, Jersey City, New Jersey, which will also act as Debenture registrar, paying agent and conversion agent. The Debentures are to be issued only as registered debentures, without coupons, in denominations of $500 or any multiple thereof. Debentures in the several denominations are interchangeable without service charge, subject to the limitations provided in the Articles of Debenture (section 2.05). The principal amount of Debentures which may be issued under the Articles of Debenture is limited to $150,000, subject to certain provisions relating to replacement of Debentures (sections 2.06 and 2.07). Unless other arrangements are made, interest will be paid by checks mailed to registered holders of record.

No Sinking Fund

There are no sinking fund provisions for the early retirement of any of the Debentures.

Redemption Provisions

On and after January 1, 1975, the Debentures will be subject to redemption (upon at least 60 days' notice by mail to all debentureholders and 30 days' further notice to holders of debentures being redeemed) as a whole or from time to time in part, at the option of the Company, at 105% of the principal amount.

Any redemption involving less than all of the debentures then outstanding shall be based on the following lottery plan. Two officers of the Company and a disinterested, third person selected by the Company's Board of Directors shall constitute the lottery personnel. A different number (the "$500 Increment Number") theretofore assigned to each $500 in principal amount of debentures (the "$500 Increment") shall be used in the lottery. Slips of paper identical except for the $500 Increment Number shall be prepared, one for each $500 Increment then outstanding (other than debentures being held in the treasury of the Company) folded to hide the $500 Increment Number, then placed in a receptacle of adequate size, then thoroughly mixed. The disinterested, third person shall draw from the receptacle, one at a time, the appropriate number of slips, one for each $500 in principal amount of debentures to be redeemed, and the order of drawing of each $500 Increment Number shall be recorded by the Company's two officers. The results of the lottery shall be certified by the two officers and the disinterestd, third person, and the certificate shall be forwarded to the Company's Board of Directors for inclusion in the minutes, and a duplicate certificate shall be delivered to the Redemption Agent, if any, for the debentures.

Conversion

The holder of any Debenture shall have the right, at his option, to convert the principal thereof into shares of the Common Stock at any time prior to January 1, 1975 at the conversion price of $2.00 per share, subject to adjustment. Subject to the right of the Debentureholder on any record date prior to an interest payment date to receive such interest payment on such interest payment date, no adjustment in respect of interest or cash dividends shall be made upon the conversion of any Debenture. No fractional shares shall be issued upon conversion but, in lieu thereof, an appropriate amount shall be paid in cash by the Company. Generally, the conversion price will be adjusted only when the cumulative adjustment under the formula is at least $.05 or 1% of the conversion price to be adjusted. (Article Four)

The conversion price is subject to adjustment in certain events, including: the issuance of Common Stock as a dividend on the Common Stock; subdivisions, combinations and reclassifications of the Common Stock; the issuance to all the holders of the Common Stock of certain rights, options or warrants to subscribe for Common Stock (other than as referred to in the next paragraph below) at less than the current market price as defined for the purpose; or the distribution to all holders of the Common Stock of stock other than Common Stock, evidences of indebtedness or assets (excluding cash dividends or other distributions to the extent permitted by the Articles of Debenture). (section 4.04)

No adjustments will be made in the conversion price of the Debentures in respect of (i) ordinary cash dividends or other distributions on the Common Stock, other than stock dividends, (ii) the issuance of up to 20,000 shares of Common Stock, $.01 par value, pursuant to the Company's Qualified Stock Option Plan, (iii) the issuance of shares of Common Stock upon exercise of warrants to be issued to the Underwriter (see "Underwriting") or the issuance of common stock upon conversion of the debentures offered hereunder, or (iv) the issuance of shares of Common Stock (or securities convertible into Common Stock) in connection with the Company's acquisition of a going business by merger, consolidation or otherwise (section 4.04). For further information regarding these options and warrants, see "Qualified Stock Option Plan" and "Underwriting".

Subordination

The Debentures will be subordinated as to principal, interest and any premium to all Superior Indebtedness. The term "Superior Indebtedness" is defined to mean (a) all indebtedness of the Company, whether outstanding on the date of the Articles of Debenture or thereafter created, (i) for money borrowed by the Company (ii) for money borrowed by others and guaranteed, directly or indirectly, by the Company, or (iii) constituting purchase money indebtedness or indebtedness secured by property at the time of the acquisition of such property by the Company for the payment of which the Company is directly or contingently liable, and (b) all renewals, extensions and refundings of, and amendments to, any such indebtedness, unless the terms of the instrument creating or evidencing any such indebtedness provide that it is not superior in right of payment to the Debentures (section 1.01).

The Articles of Debenture prohibit any payment of principal, premium (if any) or interest on the Debentures during any default in payment of principal, premium, or interest then due on Superior Indebtedness (section 3.02).

Upon any distribution of assets of the Company in connection with any dissolution, winding up, liquidation or reorganization of the Company, the holders of all Superior Indebtedness will first be entitled to receive payment in full of the principal and premium, if any, thereof and the interest due thereon before the holders of the Debentures are entitled to receive any payment upon the principal of and premium, if any, or interest on the Debentures. By reason of such subordination in the event of insolvency, creditors of the Company who are not holders of Senior Indebtedness or of the Debentures may recover less, ratably, than holders of Senior Indebtedness and may recover more, ratably, than the holders of Debentures (section 3.02).

Restriction as to Dividends

No dividend or other distribution (except in stock or warrants or rights to buy stock of the Company) may be made on any stock of the Company, and neither the Company nor any subsidiary may acquire any such stock, warrants or rights, if, after giving effect thereto, the aggregate payments for such purposes subsequent to July 31, 1970 would exceed the sum of (i) consolidated net earnings earned subsequent to July 31, 1970, (ii) the aggregate net proceeds received by the Company from any future issuances or sales (other than to a subsidiary) of capital stock of the Company, and (iii) the aggregate principal amount of debt securities of the Company (including, without limitation, the Debentures) surrendered (other than by a subsidiary) for conversion into shares of capital stock of any class of the Company after July 31, 1970.

Certain Other Restrictions

The Company may consolidate or merge with or into another corporation or sell all its assets to another corporation (including, in each case, a subsidiary) of (a) such other corporation is a domestic corporation and (b) such other corporation agrees to pay promptly when due the principal of, and interest and any premium on, the Debentures and to expressly assume, perform and observe all the terms, covenants and conditions of the Articles of Debenture. In any such case where the Company is not the surviving corporation, the surviving corporation will be fully substituted for the Company on the Debentures and under the Articles of Debenture (Article Fourteen).

Modification or Amendment of the Articles of Debenture

The Articles of Debenture may be amended or modified by the Company with the consent of the holders of 66⅔% in principal amount of outstanding Debentures, provided that no such amendment or modification shall be made which will (a) change the fixed maturity of any Debentures, or reduce the principal amount thereof, or reduce the rate or extend the time of payment of interest thereon, or reduce any premium payable upon the redemption thereof, or alter or impair the right to convert the same into common stock at the conversion price and upon the terms provided in the Articles of Debenture, without the consent of the holder of each Debenture so affected, or (ii) reduce the percentage of Debentures the holders of which are required to consent to any such amendment or modification, without the consent of the holders of all Debentures then outstanding (section 13.02).

The Company may, without the consent of debentureholders, amend or modify the Articles of Debenture to: (a) make provision with respect to the conversion of holders of Debentures under section 4.11; (b) evidence the succession of another corporation to the Company's obligations under the Articles of Debenture; (c) add to the covenants and agreements of the Company in the Articles of Debenture or surrender rights or powers of the Company, for the protection of the holders of Debentures, and add events of default in connection therewith; (d) provide for the issuance of Debentures in coupon form and provide for exchangeability with Debentures issued hereunder; and (e) cure any ambiguity or correct or supplement any provision which may be defective or inconsistent; or make other provisions which shall not be inconsistent and which shall not adversely affect the interests of the holders of the Debentures (section 13.01).

Defaults

The following are defaults: (a) failure to pay principal or any premium when due; (b) failure to pay any interest when due, continued for 30 days; (c) failure to perform any other covenant of the Company, continued for 60 days after written notice to the Company from the holders of not less than 25% in principal amount of the Debentures then outstanding; (d) acceleration of any indebtedness of the Company under the terms of the instrument under which such indebtedness is issued or secured, if such acceleration is not annulled within ten days after written notice to the Company from the holders of not less than 25% in principal amount of the Debentures then outstanding; and (e) certain events in bankruptcy, insolvency or reorganization. If a default shall happen and be continuing, the holders of not less than 25% in principal amount of the Debentures then outstanding may proceed to protect and enforce their rights and those of the other Debentureholders (section 9.01). The Company is required to furnish to the Debentureholders annually a statement as to performance or fulfillment of covenants, agreements and conditions in the Articles of Debenture and as to the absence of default (section 9.01).

Warrants

There are no warrants or options outstanding. Upon termination of this offering, the Underwriter may be sold 5-year warrants (the "Warrants") at a nominal price of $.001 per Warrant, to purchase up to 15,000 shares of common stock on the basis of 1 Warrant for every 10 shares sold. (See "Underwriting".) All of the Warrants, exercisable at a price of $1.10 per share, expire 60 months after the effective date of the Offering Circular, and may not be exercised, assigned, sold, transferred, allotted or delivered to any member of a selling group, securities salesman, nominee, finder or any other person for a period of thirteen months from the date of the commencement of the offering and until the warrants and underlying shares are registered, qualified under Regulation A or are otherwise exempt from registration. The Warrants will have customary anti-dilution provisions designed to protect the holders thereof in connection with stock dividends and distributions, recapitalizations, mergers and consolidations. At the request of any holders of Warrants, or underlying common stock, any time after the expiration of 13 months following the effective date of the Offering Circular, the Company is required to register (one time, upon the Underwriter's request at the Company's expense and otherwise at the holders' expense unless the Company is registering other securities) the shares issued or issuable upon exercise of the Warrants. Also, see "Qualified Stock Option Plan" for a description of the Company's stock option plan and the options issuable thereunder. As of the date of this Offering Circular, no options have been issued under the Plan.

For the life of the Warrants, the holders thereof at a nominal cost may profit from a rise in the market price of the common stock with a resulting dilution in the shareholders' interests. During the term of the Warrants, the Company may be deprived of favorable opportunities to obtain additional equity capital, if such were needed for business purposes; and the holders of the Warrants may be expected to exercise them at a time when the Company might be able to obtain equity capital, if then needed, on terms more favorable than those provided in the Warrants. (See "Underwriting".)

Transfer Agent and Registrar

The Transfer Agent and Registrar for the Company's common stock and the Registrar, Paying Agent and Conversion Agent for the Company's debentures will be Fidelity Registrar and Transfer Co., 1 Exchange Place, Jersey City, New Jersey.

Reports to Shareholders and Debentureholders

The Company intends to furnish its shareholders and debentureholders with annual reports containing financial statements certified by an independent public accountant and such other periodic reports containing uncertified financial statements as the Board of Directors of the Company may deem advisable.

MANAGEMENT

The officers and directors of the Company are as follows:

Name and Residence Address	Positions with the Company
Frank Maiorana 856 Meadowood Lane Warminster, Pennsylvania	Director President
Anthony Maiorana 925 McKean Street Philadelphia, Pennsylvania	Director Secretary Treasurer
Jack Snyder 8359 Langdon Street Philadelphia, Pennsylvania	Vice President—Purchasing
James W. Tracey, III 211 Walnut Street Jenkintown, Pennsylvania	Director

Frank Maiorana, Anthony Maiorana and their brother, Stephen Maiorana, may be deemed the "promoters" of the Company within the meaning of the term under the Securities Act of 1933, and the Rules and Regulations thereunder.

Frank Maiorana, age 45, has devoted full time during the past 22 years to his employment and business activities in the automobile industry—new car salesman with Broad Motors Co., Philadephia, Pennsylvania (1948-50); used car business under his own name, in Philadelphia, Pennsylvania (1950-54); general manager of Warren Lepley Ford, Inc., Philadelphia, Pennsylvania (1954-56); general manager of Thornton-Fuller Company, a Dodge-Plymouth dealership, in Philadelphia, Pennsylvania (1956-57); owner and general manager of Autocrest Ford, Inc., Norristown, Pennsylvania (1957-63); general manager of Oxford Chrysler-Plymouth, Inc., Philadelphia, Pennsylvania (1964-65); and President and 50% owner of Allcrest Auto Leasing, Inc. (1959-64). From the incorporation of the Company (January 14, 1966) to the present, Frank Maiorana has been President of the Company.

Also, Frank Maiorana is the President and a controlling shareholder (owning 60% of the outstanding shares) of Six Eleven Swim Club, Inc., engaged in the membership swimming club business. (See "Certain Transactions".) He is not active in its business affairs.

Frank Maiorana devotes full time to the Company's business and upon the commencement of this offering, is to receive an aggregate remuneration of $20,000 for the 1st year thereafter. He owns 189,524 shares of common stock in the Company.

Anthony Maiorana, age 49, has devoted full time during the past 20 years to his employment and business activities in the automobile industry—the used car business of Frank Maiorana, in Philadelphia, Pennsylvania, 1950-57 (with Frank Maiorana until 1954 and as manager of the business from 1956-57);

a manager of Frank Maiorana's Autocrest Ford, Inc. dealership in Norristown, Pennsylvania (1957-59); owner and general manager of Sentry Auto Sales, Inc., a Ford dealership in Downington, Pennsylvania (1959-64); a manager of Oxford Chrysler-Plymouth, Inc., Philadelphia, Pennsylvania (1964-65). From the incorporation of the Company (January 14, 1966) to the present, Anthony Maiorana has been Secretary-Treasurer of the Company.

Also, Anthony Maiorana is the Secretary-Treasurer and a controlling shareholder (owning 40% of the outstanding shares) of Six Eleven Swim Club, Inc., engaged in the membership swimming club business. (See "Certain Transactions".) He is not active in its business affairs.

Anthony Maiorana devotes full time to the Company's business and, upon the commencement of this offering, is to receive an aggregate remuneration of $15,000 for the 1st year thereafter. He owns 74,640 shares of common stock in the Company.

Jack Snyder, age 47, has been with the Company for 3 years, as the automobile purchasing manager and (since 1970) as a Vice President. Previously, he was the President and general manager of Cherry Hill Chrysler Plymouth, Cherry Hill, New Jersey (1964-65); and was manager of Krause Oldsmobile, Cherry Hill, New Jersey (1966-67).

Mr. Snyder devotes full time to the Company's business and receives an annual salary of $10,000. He owns 4,665 shares of common stock in the Company.

James W. Tracey, III has been a partner, for more than 5 years, in the law firm of Wollman, Tracey & Schlesinger, Philadelphia, Pennsylvania. He will devote about 10 hours of his time each month, on the average, to the Company's business affairs, and he or his law firm will receive legal fees estimated at $5,000 during the next year. During the last fiscal year of the Company, such legal fees amounted to approximately $2,000.

The total remuneration of all officers and directors of the Company for the 1969 fiscal year amounted to approximately $40,000 (not including the legal fees referred to above). No officer received remuneration from the Company in excess of $19,000 for the year. The total remuneration of the officers and directors for the 1-year period commencing upon the effectiveness of this offering will be $45,000 (not including the legal fees referred to above).

QUALIFIED STOCK OPTION PLAN

The Company adopted, on September 23, 1970, a Qualified Stock Option Plan (the "Plan") for the benefit of officers and employees intended as a "qualified stock option plan" as defined by the Internal Revenue Code of 1954. The Plan is to be administered by an Option Committee. The Option Committee's members consist of Mr. Frank Maiorana, Mr. Anthony Maiorana and Mr. James Tracey.

The purchase price of each share of stock placed under option is 100% of the fair market value of the Company's common stock on the date of grant of the option. The Plan terminates by its own terms on September 23, 1975, and 20,000 shares have been reserved for issuance thereunder. No options may be granted to any member of the Option Committee or any person who owns 5% or more of the total combined voting power or value of all classes of stock of the Company. Options granted under the Plan expire five years from the date of grant. Options become exercisable on a cumulative basis at the rate of 25% at the end of each of four successive periods of one year following the date of grant.

No option may be exercised while an option previously granted to the grantee at a higher price remains unexercised.

Upon the termination of employment or death of an optionee, unexercised options held by him at the time of such event remain unexercisable for three months, if termination of employment results otherwise than by death, and for one year in the event of death. No shares may be issued by the Company on the exercise of an option except in compliance with the registration provisions of the Securities Act of 1933, or with a statutory exemption from such registration provisions. No options have been granted under the Plan.

PRINCIPAL SHAREHOLDERS

The following table sets forth, as of the date of this Offering Circular, the number of shares of common stock owned by all officers and directors as a group and by each person who, to the knowledge of management, owns more than 10% of the outstanding shares of common stock:

Name and Residence Address	Type of Ownership	Amount Owned	Percent of Presently Outstanding Shares	Percent of Outstanding Shares after Completion of Offering(2)
Frank Maiorana	Record and Beneficial	189,524	54.15%	37.90%
Anthony Maiorana	Record and Beneficial	74,640	21.33	14.93
James W. Tracey, III	Record and Beneficial	27,990	8.00	5.60
Jack Snyder	Record and Beneficial	4,665	1.33	0.93
All officers and directors as a group(1)	Record and Beneficial	296,819	84.81	59.36

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(1) Does not include the 27,990 shares of common stock owned beneficially and of record by the mother, brother and three sisters of Frank and Anthony Maiorana, none of whom are officers or directors of the Company.

(2) Before any conversion of the offered debentures (into 75,000 additional shares of common stock).

Frank Maiorana, Anthony Maiorana and Stephen Maiorana may be deemed the "promoters" of the Company within the meaning of the term under the Securities Act of 1933, and the rules and regulations, thereunder.

CERTAIN TRANSACTIONS

On July 20, 1970, the Company issued to 11 persons an aggregate of 375¾ shares (approximately) of common stock, $1.00 par value, for an aggregate consideration of $376, at a purchase price of $1.00 per share, as follows: Frank Maiorana, 15¾ shares (approximately); Stefana Maiorana, 25 shares; Rita Maiorana, 25 shares; Rosalie Maiorana, 25 shares; Lena Maiorana, 25 shares; Stephen Maiorana, 50 shares; James W. Tracey, III, 50 shares; Jack Snyder, 25 shares; Leonard Gitler, 5 shares; Isadore Gitler, 5 shares; and Carl E. Person, 125 shares. The consideration paid per share for these shares of the Company's common stock was arbitrarily determined.

On September 24, 1970, the Company recapitalized by filing an amendment to its articles of incorporation changing the 5,000 shares of then authorized common stock, $1.00 par value, into 1,500,000 shares of authorized common stock, $.01 par value, and by resolution of the Board of Directors the 1,875¾ shares (approximately) of then issued and outstanding common stock, $1.00 par value, were split into 350,000 shares of common stock, $.01 per value, at the rate of 186.6 shares of common stock, $.01 par value, for each of the 1,875¾ shares (approximately) of common stock, $1.00 par value, then issued and outstanding.

From May, 1965 through January, 1967, Frank Maiorana, the Company's President and a controlling shareholder, incurred expenses in promoting and developing the Company, amounting to $27,000, and thereafter made advances to the Company; the Company now owes an aggregate of $23,607 to Frank Maiorana. Anthony Maiorana, the Company's Secretary-Treasurer and a controlling shareholder, made advances to the Company of which $9,162 remains outstanding. Six Eleven Swim Club, Inc., an affiliate of the Company (controlled by Frank Maiorana and Anthony Maiorana) made advances to the Company of which $2,500 remains outstanding. On July 31, 1970, the aggregate outstanding amount of the incurred expenses and advances by Frank Maiorana and Anthony Maiorana, aggregating $32,769, was converted to 18-month, 10% notes payable to Frank Maiorana in the amount of $23,607, and to Anthony Maiorana in the amount of $9,162. (All or part of the interest on the notes to Frank Maiorana and Anthony Maiorana, amounting to $4,915, and all or part of the principal amount of the 2 notes (payable January 1, 1972) aggregating $32,769, may be deemed payable out of the proceeds of the offering to the extent that earnings of the Company may not be sufficient to pay such interest or principal.

For compensation arrangements with the officers and directors of the Company, see "Management".

UNDERWRITING

The Company has entered into an agreement with Occidental Securities Corp., 150 Broadway, New York, N. Y. (the "Underwriter") whereby the Underwriter has agreed to act as the exclusive agent of the Company to sell to the public on a "best-efforts" basis (i) at $1.00 per share an aggregate of 150,000 shares of the Company's common stock; and (ii) at $500 per debenture an aggregate of 300 convertible subordinated debentures to be issued by the Company, bearing interest at 10% per annum.

All moneys collected will be placed in escrow with American Bank & Trust Company, 70 Wall Street, New York, N. Y., until such moneys are used to purchase the Company's securities being offered hereby. This offering shall terminate within sixty (60) days from the date of this Offering Circular or by the end of any extended period, up to an additional sixty (60) days, if the Company and the Underwriter mutually agree to such extension.

The underwriting agreement provides for a commission of 10% of the public offering price (a commission of $.10 per share and $50 per debenture) with respect to the securities sold. In addition, the Company has agreed to pay the Underwriter an expense allowance of $.05 per share and $25 per debenture, with a minimum of $5,000 in any event, to cover the Underwriter's expenses and disbursements (including the Underwriter's legal fees), for which expenses the Underwriter shall not be required to account.

The Company has further agreed to sell to the Underwriter, at a price of $.001 per warrant, a warrant to purchase one share of common stock for every ten shares of the Company's common stock sold. (See "Description of Common Stock, Debentures and Warrants".) Thus, warrants covering a maximum of 15,000 shares of common stock will be sold to the Underwriter upon the completion of this offering.

The underwriting agreement further provides for reciprocal covenants of indemnity against liability in certain instances including liabilities under the Securities Act of 1933, as amended.

The underwriting agreement also provides that, assuming at least 50,000 shares of stock are sold by the Underwriter (1) for a period of five years from the date hereof, the Underwriter shall have a right of first refusal with respect to any offering of the Company's securities by the Company or any of its principal shareholders, and (2) for a period of six years from the termination date of this offering, the Company will nominate and use its best efforts to cause a designee of the Underwriter to be elected to its Board of Directors. The Underwriter has not decided at this time to name a person to the Company's Board of Directors.

Any profits realized by the Underwriter on the sale of the warrants or underlying shares of common stock purchased by the Underwriter upon any exercise of the warrants may be deemed to be additional underwriting compensation. At the request of the Underwriter or any other holder of warrants or underlying shares of common stock, at any time or times from 13 months to 6 years after the effective date of this Offering Circular, the Company is required to register (one time at its own expense, at the Underwriter's request) the shares issued or issuable upon any exercise of the warrants; and any holder shall have the right to have any such shares registered with any other registrations by the Company of any proposed public offerings (at the Company's expense, unless the only securities being registered are shares underlying these warrants).

The Underwriter has informed the Company that the debentures and the shares of common stock offered hereby may be offered to the public through selected dealers who are members of the National Association of Securities Dealers, Inc. or to foreign dealers who agree, in connection with sales by them to purchasers in the United States, to abide by the Rules of Fair Practice of the National Association of Securities Dealers, Inc. Any offering of the common stock through such dealers will be at the public offering price of $1.00 per share and $500 per debenture, with a concession and reallowance of such amount of the commission as the Underwriter and dealer in their discretion may determine.

LITIGATION

There are no material legal proceedings pending or threatened against the Company except as follows:

Nine of the Company's franchised brokers (including three Area Brokers) have instituted lawsuits against the Company seeking to rescind their franchise agreements with the Company and to recover franchise fee payments made to the Company aggregating $47,966 plus interest and costs; and in 5 suits the plaintiffs are alleging, in addition, consequential damages and penalties aggregating an additional $71,375 and such additional consequential damages and penalties, if any, as may be awarded.

Generally, the plaintiffs in these lawsuits against the Company base their respective claims for relief on alleged fraud, misrepresentation and/or breach of contract, claiming in substance that the Company was not able to supply them with new automobiles in accordance with the terms of the franchise agreement and/or did not perform other obligations thereunder. One suit, involving claimed damages of $5,500, resulted in a judgment against the Company for such amount. The Company is taking steps to appeal this adverse judgment.

James W. Tracey, III, Esq., as general counsel to the Company, believes it is too early to express an opinion on the merits of these lawsuits. (See "Legal Matters".) There is no assurance that other franchised brokers may not, in the future, institute lawsuits against the Company on similar grounds, although no such suits have been threatened against the Company.

The Company has filed a treble-damage suit, including several class actions, against various automobile manufacturers, franchised dealers, automobile dealer trade associations, better business bureaus, newspapers and financial institutions for claimed damages to the Company and its franchisees resulting from alleged violations of federal antitrust laws. Pursuant to the possibly unlawful acts the Company claims it was restrained from obtaining a supply of new automobiles, arranging for their financing and servicing, and advertising them for sale.

This litigation will likely take years to complete. The Company may not be able to obtain all the funds necessary to prosecute a lengthy litigation. For the most part it is a class action, the entire cost of which is being borne by the Company whereas any recovery will have to be divided among the members of the class. The defendants may have valid defenses and counter claims to the charges made in the Company's complaint. Even if the Company prevails there may not be any pecuniary recovery,

LEGAL MATTERS

Legal matters in connection with the offering and sale of the securities offered hereby will be passed upon for the Company by Carl E. Person, Esq., 150 East 61st Street, New York, N. Y., as special counsel to the Company; and by James W. Tracey, III, Esq., 2063 Suburban Station Building, Philadelphia, Pa., as general counsel to the Company; and for the Underwriter by Rossi, Solomon & Mouradian, P. C., 295 Madison Avenue, New York, N. Y., as special counsel to the Underwriter. Mr. Person owns 23,325 shares of common stock of the Company and is special counsel to the Company on a contingent fee basis with respect to the Company's possible claims against certain companies and others based on possible violations of the federal antitrust laws. (See "Litigation".) Mr. Tracey is a Director and owns 27,990 shares of common stock of the Company.

ADDITIONAL INFORMATION

The Company has filed with the Washington Regional Office of the Securities and Exchange Commission a Notification on Form 1-A under Regulation A of the Rules and Regulations of the Securities and Exchange Commission, with respect to the securities offered hereby. This Offering Circular does not contain all of the information set forth in the Notification, as permitted by the Rules and Regulations. For further information, reference is made to the Notification on Form 1-A, including the exhibits filed or incorporated as a part thereof.

FINANCIAL STATEMENTS

The following financial statements have been taken from the books and records of the Company and are unaudited.

NATIONAL AUTO BROKERS CORP.

BALANCE SHEET

July 31, 1970

(Unaudited)

ASSETS

CURRENT ASSETS	
Cash in banks and on hand (Note 1)	$ 20,353
Notes receivable—franchises (Note 2)	26,750
Accounts receivable (Note 2)	3,551
Inventory—at cost	1,568
Prepaid expense—franchise training materials	7,970
Total Current Assets	$ 60,192
OTHER ASSETS	
Accounts receivable—franchises	$ 36,670
Advances	5,197
Unrecovered promotional and development expenses (Note 3)	27,000
Rent and utility deposits	695
Deferred charges	124
Prepaid offering expenses	101
Total Other Assets	$ 69,787
Total Assets	$129,979

LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES	
Accounts payable	$ 26,004
Customers deposits	1,254
Taxes payable	9,381
Accrued expenses	980
Due to Six Eleven Swim Club, Inc.	2,500
Total Current Liabilities	$ 40,119
LONG-TERM LIABILITIES	
Notes payable—officers	$ 32,769
COMMITMENTS AND CONTINGENT LIABILITIES (Note 6)	
STOCKHOLDERS' EQUITY	
Common stock, par value $.01 per share	
Authorized 1,500,000 shares	
Issued 350,000 shares (Notes 4 & 7)	$ 3,500
Retained earnings	53,591
Total Stockholders' Equity	$ 57,091
Total Liabilities & Stockholders' Equity	$129,979

NATIONAL AUTO BROKERS CORP.

STATEMENT OF INCOME (LOSS)

(Unaudited)

	For the fiscal years ended January 31,			Six months ended July 31,	
	1968	1969	1970	1969	1970
Automobile Sales	$567,219	$428,425	$394,901	$207,834	$280,517
Franchise Income	126,857	168,206	183,140	161,002	59,275
Total Sales	694,076	596,631	578,041	368,836	339,792
Cost of Automobile Sales	550,056	426,949	381,796	199,150	277,114
Cost of Franchise Income	36,771	21,063	33,882	26,664	4,976
Total Cost of Sales	586,827	448,012	415,678	225,814	282,090
Gross Profit on Automobiles	17,163	1,476	13,105	8,684	3,403
Gross Profit on Franchises	90,086	147,143	149,258	134,338	54,299
Total Gross Profit	107,249	148,619	162,363	143,022	57,702
Selling, general and Administrative Expenses	117,908	104,690	109,595	54,475	53,040
Operating Profit (Loss)	(10,659)	43,929	52,768	88,547	4,662
Provision for Federal Income Taxes	—	16,045	20,632	39,603	1,047
Income (Loss) before Extraordinary Items	(10,659)	27,884	32,136	48,944	3,615
Extraordinary Items:					
Gain on expiration of Franchise deposit obligations net of Pennsylvania Corporate and Federal Income Taxes	—	—	—	—	121,777
(Loss) on write-off of Franchise notes receivable and license and distributor fees receivable	—	—	—	—	(30,722)
Income tax benefit arising from net operating loss carryforward from fiscal years ended January 31, 1967 and 1968	—	16,045	20,632	39,603	1,047
Net Income (Loss)	$(10,659)	$ 43,929	$ 52,768	$ 88,547	$ 95,717

NATIONAL AUTO BROKERS CORP.

STATEMENT OF INCOME (LOSS)

(Unaudited)

	For the fiscal years ended January 31,			Six months ended July 31,	
	1968	1969	1970	1969	1970
Per share of common stock:					
Income (Loss) before extraordinary items	($.03)	$.08	$.09	$.14	$.01
Extraordinary items	—	.05	.06	.11	.26
Net Income (Loss)	($.03)	$.13	$.15	$.25	$.27

Based on 350,000 shares of common stock ($.01 par value) assumed to be outstanding during the periods covered herein. This gives retroactive effect to recent stock purchases from the Company (see "Certain Transactions") and to the recapitalization described in Note 4 of Notes to Financial Statements.

NATIONAL AUTO BROKERS CORP.

STATEMENT OF RETAINED EARNINGS

(Unaudited)

	For the fiscal years ended January 31,			Six months ended July 31,	
	1968	1969	1970	1969	1970
Balance Beginning of Period	$(126,540)	$(137,199)	$(93,270)	$(93,270)	$(40,502)
Add or Deduct Net Income (or Loss)	(10,659)	43,929	52,768	88,547	95,717
Deduct: Transfer to stated capital on recapitalization	—	—	—	—	1,624
Balance End of Period	$(137,199)	$(93,270)	$(40,502)	$(4,723)	$ 53,591

NATIONAL AUTO BROKERS CORP.

NOTES TO FINANCIAL STATEMENTS

Note 1. Organization of the Company

The Company was incorporated under Pennsylvania law on January 14, 1966 to engage in the business of selling new cars through a nationwide system of franchised brokers. The Company succeeded to the operations of U. S. Sales and Information Services, a sole proprietorship owned by Frank Maiorana, which ceased operations thereafter. Bank accounts in the name of U. S. Sales and Information Services are still maintained for the collection and payment of Company funds and are included in the asset "Cash in banks and on hand". Any assets of the Company transferred from U. S. Sales and Information Services are carried on the Company's books and records at the transferor's cost basis. On September 24, 1970 the Company changed its name from Nabcor, Inc. to its present name of National Auto Brokers Corp., but is continuing to do business in New York under the name Nabcor, Inc.

Note 2. Allowance for Bad Debts

There is a firm policy to deduct bad debts as they actually arise without creating an allowance for bad debts. All accounts receivable are collectible and bad debts have already been deducted.

Note 3. Unrecovered Promotional and Development Expenses

Frank Maiorana, the President, incurred expenses in promoting and developing the Company from May, 1965 through January, 1967, and in January, 1967 the Company set up on its books unrecovered promotional and development expenses, in the amount of $27,000, and reflected an obligation to Frank Maiorana in a like amount.

Note 4. Recapitalization

On September 24, 1970, the Company amended its charter to change its authorized capitalization from 5,000 shares of $1.00 par value common stock to 1,500,000 shares of $.01 par value common stock. There were 1,875 and 1,250/1,866 shares of $1.00 par value common stock outstanding on July 31, 1970. The new common shares of $.01 par value were to be exchanged for the old at the rate of 186.6 shares to 1. The Financial Statements as at July 31, 1970 have been prepared to give effect to the recapitalization.

Note 5. Income Taxes

The Company's federal income tax returns are filed on a cash basis.

The Company's federal income tax returns have not been examined by the Internal Revenue Service since the inception of the Company.

Approximately $122,000 is available as at January 31, 1970 as a net operating loss carryover which may be applied against taxable income through the year ended January 31, 1972, and $33,000 which may be applied through the year ended January 31, 1973.

Taxable income on a cash basis was as follows:

	Profit or (Loss)
Fiscal year ended 1/31/67	$(126,190)
Fiscal year ended 1/31/68	(33,166)
Fiscal year ended 1/31/69	22,837
Fiscal year ended 1/31/70	14,045

Note 6. Commitments and Contingent Liabilities

See "Litigation" section of the Offering Circular.

Also see "Business—Property" section of the Offering Circular for a description of lease agreements.

Company as franchisor under numerous franchise agreements has certain obligations, including continuing obligations. See "Business—Marketing of New Automobiles—NABCOR System".

Note 7. Events Subsequent to Balance Sheet Date

See "Qualified Stock Option Plan" for details of the plan adopted on September 23, 1970.

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EXH 41
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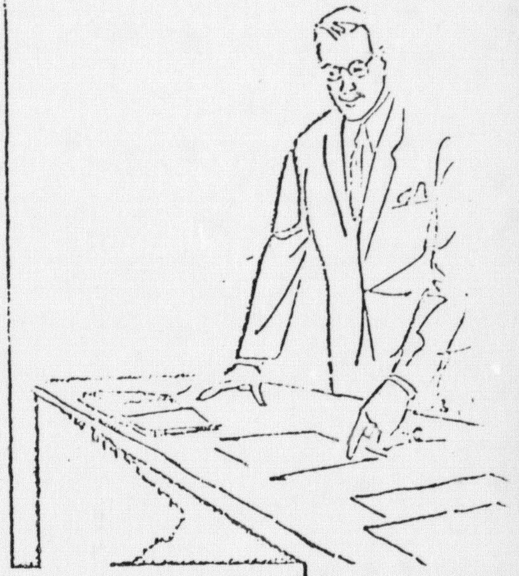
Nabcor Training Manual
No. 2.

the nabcor system

NABCOR, INC.
101 BENSON MANOR
JENKINTOWN, PA. 19046



☐ an automobile consumer service ☐

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Nabcor

Training Manual No.2.

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NABCOR, INC.
JENKINTOWN, PA.
1969

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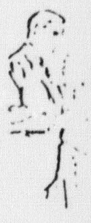

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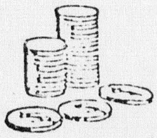
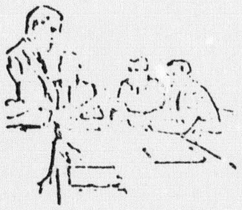
OPPORTUNITIES IN AUTOMOBILE BROKERING

One of this great country's most active and successful businesses is the manufacture, sale, and service of cars and trucks. The automotive and related industries employ one out of every seven workers. In 1960, there were 70,000,000 cars and trucks on the roads. It is estimated that by 1970 the number of cars and trucks should be approximately 100,000,000. Every one of these cars and trucks has already been or will be sold at retail — this means COMMISSIONS, money in the pocket of an auto broker.



Here is one of the world's greatest industries, with constantly expanding sales — every year exciting new models give business an added boost. This is the right background for a highly successful BROKERAGE CAREER and it's possible to launch such a career with no more investment than your time and deliberate effort.



This was made possible with the advent of the Nabcor system, which enables you to participate in this exciting automobile business. Many years of auto experience, planning, and research by Nabcor evolved into the unique Nabcor Brokerage system. The following pages are designed to assist you in taking full advantage of your opportunity as a Nabcor Broker.

With the right initiative, energy, and persistence, you, as an autobroker, can more quickly bring your income to a desirable figure — to a level that could take years in an ordinary job. What's more, you have the opportunity to build a regular clientele, like any other professional man. You can create a following of loyal clients who come back to you every time they need a car and refer their friends to you.

Of course, with continued training and experience you'll gain more and more clients and widen your circle of repeat customers and their friends. In time you will become a professional auto broker — always in demand, an indispensible man to your clientele.

Definitely there is a bright and prosperous future ahead for the automobile broker who becomes expert at his profession, a man who enjoys the challenge of meeting new people and the excitement of presenting new and improved products every year, plus the security of building a loyal following.

However, if and when a professional automobile broker develops managerial ability, he can become a Master Broker, with a little bit of luck. (In this manual, the term Master Broker is used for Area Distributor and Master Distributor.)

ge system. The following pages
in taking full advantage of your op-
:er.

e, energy, and persistence, you,
e quickly bring your income to a
el that could take years in an ordi-
ou have the opportunity to build a
other professional man. You can
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finitely there is a bright and pros-
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oker who becomes expert at his
ofession, a man who enjoys the
allenge of meeting new people and
excitement of presenting new and
proved products every year, plus
security of building a loyal fol-
ving.

professional automobile broker
he can become a Master Broker,
this manual, the term Master
tributor and Master Distributor.)

Opportunities, as described above, are tremendous. For a beginner, however, doubts appear:

Q. Can I be a success as an auto broker?

A. The Key to Success is WORK rather than luck. If one conscientiously applies his training and experience, he's pretty sure to get along.

Q. Isn't a factory job better than self-employment from the point of view of security?

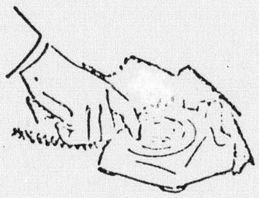
A. A broker with a clientele is always secure. An expert broker is always in demand.

Q. Should I handle lower priced products in another field?

A. No other product has the universal interest of the automobile. Practically everyone you meet is a broker's prospect for a new car.

Q. What could happen if I had to move?

A. The experience and clientele that an automobile broker gains will serve him for the rest of his life.



YOUR CHANCES OF SUCCESS AS AN AUTO BROKER

Your chances of success as a professional automobile broker are very good. Remember, there is no such thing as a "Broker Type." Successful brokers are as different from each other as the people they serve. However, they do have some traits in common. You can check your own brokering profile by the affirmative answers to the following questions:

1. Do you like meeting and making friends of new people?
2. Do you mind hard work if it is sufficiently rewarding and, at times, apparently discouraging?
3. Are you willing to learn from others and from experience?
4. Do you like to discuss and debate interesting topics — diplomatically, of course?
5. Do you want to make a better-than-average income?
6. Are you hard to discourage — even when nothing goes right?
7. Can you discipline yourself to do what you should without being constantly pushed?
8. Are you willing to put out an extra effort to make a sure success?
9. Do you like to take part in civic and community affairs?
10. Do you have a strong desire to improve yourself against odds?

CESS AS AN AUTO BROKER

as a professional automobile
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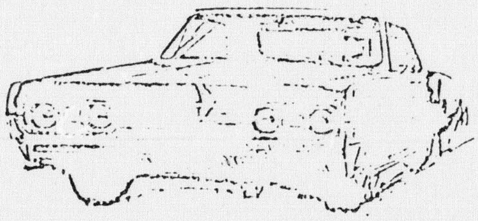
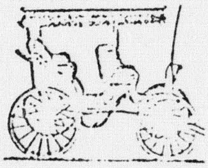
If you have answered yes to these questions, then you do have the necessary fortitude. With professional guidance, you will be a very successful automobile broker.



THE BROKER'S CONTRIBUTION

To the Customer:



He contributes the most satisfactory kind of transportation for his clients. They put their confidence and trust in him when they bought, and the broker's obligation to the client doesn't end with the purchase. He now becomes his client's point-of-contact on all automobile matters. This role is not always easy. Sometimes it means being of service when it is not convenient. It means being dependable in appointments, honest and helpful with information, and constantly sincere in attitude, in order to merit the client's confidence. However, once the client/broker relationship is cemented, it becomes a source of continuing satisfaction for both parties.

To the Master Broker:

The broker represents himself to the public and consequently, the reputation of the broker for courtesy and fair dealing is in his hands. The Master Broker establishes the business policies to please and satisfy the customer, but he always depends on the broker to carry these out. To his customers, he is the Master Broker's representative. By applying the principles of

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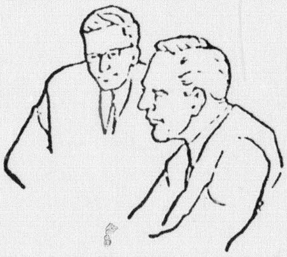
By applying the principles of professional brokering, he makes an important contribution to the success of the entire organization.

The professional broker performs like a partner in business, building a good reputation for the district as he continually widens his circle of customers. His responsibilities as a business executive are real ones; but with skill and training, willingness to work, and a sincere desire to get ahead, he can win very gratifying security and success.

To His Own Success

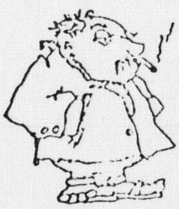
His success will be in direct proportion to his professional skill and enterprise. The broker's compensation is based on a percentage of service fee — the more purchases he negotiates, the more money he makes. It is a fact that the more repeat customers he adds to his clientele the larger and more stable will be his base income for the year. New business is bonus business.



Try to turn every negotiated purchase into a lasting friendship, thereby making the client a source of helpful leads and a potential client for the future. Remember, a good broker expects many referrals from his regular clients and gets them!

PERSONAL PRESENTABILITY

Here is a topic that needs a lot of elaboration — some brokers may not know about the importance of this most important factor in first impressions. Imagine, for a moment, that a middle-aged couple walked into a broker's office and were greeted pleasantly by a seedy old man in unkempt clothes, with a cigarette dangling either from his lips or in his left hand. The first expression from these fine people is, "We're merely seeking information." Nine times out of ten, this same man with a pleasant smile would have had a better chance to sell his service to this couple if a few things in his attire were different.



Now, let's imagine that the same couple was greeted by the same pleasant old gentleman who is wearing a trim, well-kept gray suit and shiny black shoes. He greets them with a warm handshake, his personal card in his left hand rather than a cigarette. I am sure the couple would feel inclined to introduce themselves, and the basis for a long friendship could sprout. Remember, seven out of ten shoppers are not really shoppers at all, but are forced into being shoppers because something about that other person made them change their minds about doing business there.

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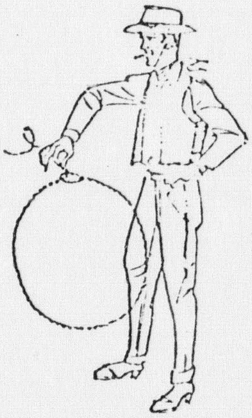
The old saying, "Everybody likes to do business with a prosperous individual, who looks the part and is sincere in all respects," is true. You can tell when you have made a good impression on a prospective buyer, and it might be only a matter of time and follow-up to sell your service.

Your attire will not get clients, but it sure helps to make the customer feel at ease and willing to discuss his problems and thus offer you a chance to overcome his objections.



At this time, you should take good stock of your wardrobe and replenish what is needed. Remember, sports clothes are fine for a playboy, but conservative suits are better for the professional broker.

Anything gaudy will only attract temporary attention and could hinder your progress in the long run.

Now that you have taken stock of everything at hand, help yourself a bit further. Take a day off and visit some of the businesses in town. Pretend you are a curious shopper and get your own reactions as to the people you would like to do business with, but above all, keep an open mind. There are a few successful businessmen who really do not look the part, but they are a success in spite of themselves. They are the exceptions and not the rule.

At the end of this momentous day, tabulate your reactions to the various personalities you have encountered. Improve your own bearing by correcting their drawbacks in your own make-up, since you have seen what disturbs you.

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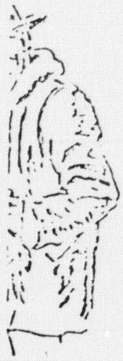
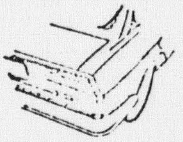


GREETINGS AND SALUTATIONS

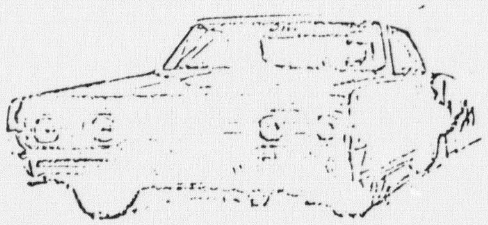
MAGIC WORDS

Many people have often wondered about a sure-fire phrase, full of enthusiasm, to convince the person encountered — in one second — that this is the man to do business with. This, gentlemen, is wishful thinking. There is no such phrase, line, or sentence. However, if you let your own amiable personality radiate with genuine feelings towards the individual concerned, you will achieve the best results.

If you feel that you need something to help you, try this: "Hi, I am ______________;" extend your hand in the same sequence and wait for their names. As introductions proceed, make sure you acknowledge the presence of any accompanying personalities. Then you can size up the occasion and proceed with discretion. Usually, by this time time most people will tell you that they would just like to acquire information, so you welcome them and offer to do your best. Show a personal interest in them. This is the right time to acquaint them with the broker's service and get their help in selecting a car for them.



If by this time you do not know whether or not you have a prospect, try more direct methods. "Folks, you now have a pretty good idea of what you need. Which model car do you feel you want?" I'll bet you will be surprised with their answer — and the mystery will be solved.



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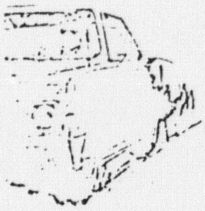
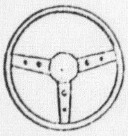


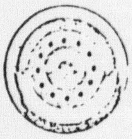
FUNDAMENTALS OF AUTOMOBILE BROKERING

These fundamentals remain basically the same from the approach to the negotiated purchase. However, we will spend some time in reviewing all the possibilities to establish a pattern that will enhance your chances of acquiring clients.

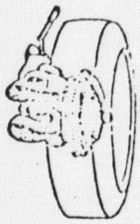
There are three basic stages a customer undergoes between the desire to buy, and buying:



The first stage is the Thinking Stage — he is very receptive to suggestions and is considering all possibilities of bettering his status plus answering his motoring needs within his financial limitations.



The second stage is the Shopping Stage — this is the time for the broker to present and convince how his service meets the needs and desires of the buyer, to answer objections, and get the final "Yes" retaining the broker's service.



The final stage, often called the Using Stage, is truly the harvest stage as far as the customer is concerned. The broker, following through to see that the buyer is satisfied with his purchase, starts the ball rolling towards repeat business and referrals.

These three are the fundamentals of the auto broker — finding the customer, matching his desires with his pocketbook, and, finally, keeping him happy with his purchase. YOUR SUCCESS STORY WILL BE IN DIRECT PROPORTION TO YOUR EFFORTS IN ALL OF THE ABOVE STAGES OF BROKERING.

Systematic Steps

The systematic steps can be described as follows:

1. Prospecting — finding the buyer.
2. Qualifying — finding what he needs.
3. Feature Presentation — matching wants to needs.
4. Closing — Overcoming objections and getting the purchase order.
5. Delivery — guaranteeing client satisfaction.
6. Follow-up — guaranteeing future service.

All of the above steps result in money in your pocket and finding more clients.

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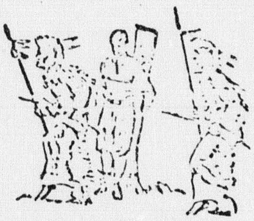
PROSPECTING

There is no secret of success except intensive effort, intelligently planned and consistently carried out. Much of this work is looking for and qualifying prospects. Where do you find them? Practically everywhere. America is a nation on wheels — everyone is interested in automobiles. By using Nabcor's 5-10-15-20 customer contact program, you should have no problems.

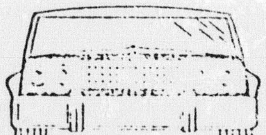
5 Personal Calls

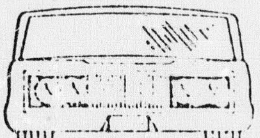
The following are good sources for personal contacts:



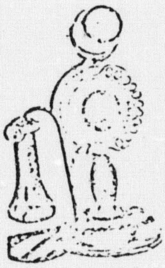
1. Personal friends
2. People with whom you do business
3. People with whom you work
4. People you come in contact with through your indirect contacts
5. People from whom you get responses on calls and mailings

Tell these people the Nabcor story, and proceed in qualification and close.





10 Phone Calls



Sources:

1. Telephone directory
2. People who answer mailings
3. Bird-dog referrals (people who help you sift out leads)
4. Leads from indirect contacts

On phone calls, tell the Nabcor story, then ask three questions:

1. Does the person want to buy a car?
2. Does he know anyone who wants to buy a car?
3. Does he want to make money?
    a. Make him a bird-dog.

15 Mailings

Sources:

1. Telephone directory
2. Bird-dog referrals
3. Leads from indirect contacts
4. Your customer file

Responses to mailings are handled in the following manner:

1. Phone to make appointment
2. Call in person

Then proceed in qualification and close.

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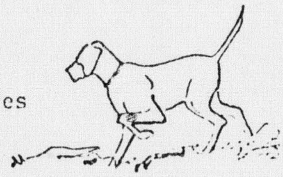
20 Indirect Contacts

1. One may gain an indirect contact by placing his name card with a small message on the back on a car windshield.
2. The following are sources for indirect contacts. These people assist you by sifting out leads and are sometimes called bird-dogs:

a. Key people
   - Prominent businessmen
   - Professional people
   - Radio and TV personalities
   - Sports figures
   - Civic leaders
   - Newspaper personalities
   - Local government officials



b. Bird-dog referrals

   - Gas station operators
   - Independent garagemen
   - Milkmen, mailmen, policemen
   - Shop foremen and Union stewards
   - Parking lot attendants

c. People you do business with
   - Grocers and their help
   - Bakers and their help
   - Cleaners and their help
   - Banks and their help
   - Utility companies and their help
   - Realtors and Insurance Agents

Prospecting is something that a broker must continually do to keep himself ahead of the game. The broker who prospects consistently never has any bad months or slumps. The so-called slumps are a direct result of little or no prospecting and doing nothing to help yourself.

Follow-up

Brokers can make a serious mistake in not making each present, or past buyer a booster for many more immediate clients. This truly is not a difficult task — it can be easily accomplished by a follow-up system that is simple, does not involve high pressure, not is it much work. A little imagination can go a long way in cementing everlasting bonds between your new owner and yourself and it should not cost you more than one dollar per sale. The ideas which seem to be best are personalized initials, owner placque, or a vanity mirror for the lady of the house.

These items must be given as part of a definite program. Shortly after delivery of the new car, make a personal call (by telephone) to the proud owner and inquire about the satisfactory operating condition of his purchase. If there are any problems, offer to help to get them corrected. Ask him how his neighbors and friends like his beautiful car — ask him if some of them have shown interest in obtaining a car like his. This paves the way to letting your customer know what you

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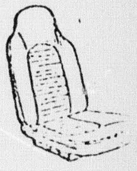

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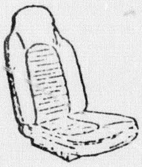
expect of him. At this time you can make a future appointment at his home to explain to him the details of his warranty and finance plan. Also, inform him that he is on your preferred client list and tell him you have a small token of appreciation that you would like to deliver to him personally.

Whatever gift you have selected should be given to your buyer with pomp and show. Here is where a professional broker can do a tremendous job of winning future good will and a continuous source of prospects. Be honest with your client, explain your objectives to him, and request his help — make him feel a part of your success and remind him not to forget that you are now his friend and personal broker.



Now try the famous nine-for-one system. If you don't know what this means, you truly have missed your calling. The easiest form of finding qualified buyers is among neighbors of current owners. Statistics show that within 90 days of every purchase, the customer is indirectly responsible for three more purchases and one or more can be by his neighbors. The nine-for-one system simply means this — contact two neighbors to the left and two neighbors to the right of your customer on the same side of the street plus five neighbors across the street. Successful brokers use this system constantly and do it on a participating basis with their customer — he being the information center. Personal calls are the most effective, but they do take time. If time is limited, then make it a point to mail these nine neighbors of your client a short introductory letter, along with literature and your calling card.

An example of this letter is:

Dear Mr. ______:

You have been refered to me by your neighbor Mr. ______ who has just purchased his new automobile through me. I would be happy to have the opportunity to explain my service and its benefits to you.

John J. Jones
100 Main St.
Johnsville, U.S.A.

Another method is the incentive method, utilizing either merchandize or a gift of money:

YOU MAY EARN YOURSELF $5.00

You may have a friend or relative who is considering the purchase of a new car.

Send me his name and address and if he buys from me, I will see that you get five dollars.

Why not invest a few minutes of your spare time and earn $5.00.

John J. Jones
100 Main Street
Johnsville, U.S.A.

The above has been used successfully. You can change the monetary value to what you think is best suited to your area. The above message can be used in blanket post card mailings and can be a tremendous source of qualified leads. Pay off promptly, and each time you make a payoff, you make another lasting friend.

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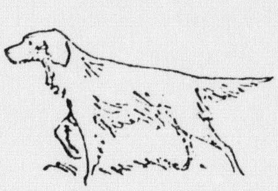
You have to develop your own technique of continuous prospecting, whether it be owner referrals, bird-dog leads, or plain hard work — cold canvassing over the phone, direct mail, etc.

When you do have a prospect, how do you keep track of him? Do you carry bits of paper haphazardly in your pockets? Certainly not. Enter him on your daily report sheets, and follow up.

Daily Report sheets will not do the trick alone — you need organization, and this can be achieved by keeping records of every minute of your day; of every person you have talked with; every post card you have mailed; every presentation you have given; and, above all, the clients you have lost to the competition. To do this, I recommend a simple work sheet and an appointment book; these, used intelligently and consistently, will afford you a true picture of your daily efforts and will be a great help in programming more appointments — more clients.

DAILY PRACTICES

Plan your day each day. Do not waste away time that can be very valuable and will never be replaced once lost.



Have an office schedule which allows so much time in the office and so much time in the field. It has been estimated that the sales ratio is 50/50 – 50% from office effort, 50% from field efforts. The 50% that is not a direct result of office effort constitutes a multitude of reasons, namely telephone contacts, customer referrals, bird-dog referrals, post card returns, cold canvas returns.

The following routine can be used as a sample:

Office Time

1. Address ten mailings a day. The message is usually printed.
2. Contact 10 people by phone.
3. Talk to clients and close car purchases.
4. Make telephone calls for promotion of activated and definite buyers.

Field Time

1. Get back to a buyer three days after delivery to seek additional buyers.
2. Get in touch with the neighbors of recent buyers for more business. Leave literature and your card.

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3. Distribute business cards to at least 10 new prospects besides people you know.
4. Visit bird-dogs and see if you can promote business for yourself, and for him, if the occasion occurs.
5. Visit influential people, get your name in the limelight, and request help in all quarters.

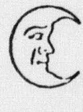
This schedule, if followed regularly, can mean more clients, and a very prosperous and rewarding future.

QUALIFYING

"Every buying motive is a clearly defined path to the order." — professional brokers agree that accurate qualifying is practically indispensable to easier and faster getting of an order. No matter how, when, or where it's done, qualifying is the only sure way to find out a man's buying motives. Every motive is a clearly defined path to the order. The way you qualify, of course, is a matter of your personal judgement, depending upon each situation with each different buyer.

Comments from Top Brokers:

"It's dangerous to qualify too fast. You must take time to be friendly, to listen while the buyer does the talking. Once in a while you slide in a question. If time if wasted in some cases, it's balanced out by the people you don't scare off by pumping questions at too fast."



"Who's to say that you actually wasted your time? Maybe the prospect can't buy today, but he's going to buy sometime, and you're not there just for today. When it does come time for him to buy, he may remember you're the one who was willing to spend time with him."

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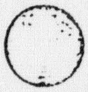
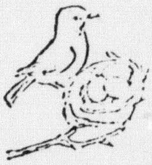


"Most successful brokers say they never stop qualifying. They keep right on trying to find out everything they can about a buyer from the minute they meet him until they either write the order or are lining up things for a follow-up."

"It doesn't matter where you qualify, as long as you make the atmosphere homey by the way you act. If you do this, you could be sitting in his home and things would be friendly and relaxed."



Good advice to aspiring brokers is — a bird in the hand is worth two in the bush.

Most brokers get some information from every buyer, but the real problem is: "What kind of information do we need to make a prospect a client? What facts will help us close the order more easily — faster?

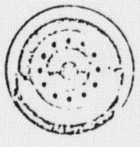
The main job is to hook-up the benefits of your knowledge to the client's basic needs and desires. Unless you know what these are, you won't know what to emphasize.

Car Benefits	Basic Human Desires
Comfort	To keep up with Mr. & Mrs. Jones
Convenience	To be in style
Performance	To impress others
Economy	To escape criticism
Durability	For enjoyment
Safety	To avoid effort
Appearance	To avoid trouble
Value	To save money

Four Factors

Prospects seldom come right out and tell us their reasons for buying a product. These we have to discover through investigation, observation, and conversation. This prying is done by finding out about four main factors.

The Man



What we need to know about the buyer personally is whatever may give us indications as to what he wants most — his reasons for buying. Such personal indications might include facts about his family, neighborhood, hobbies or clubs, personal preferences, why he chose you, and whether or not he was referred by a friend.

Basic Human Desires

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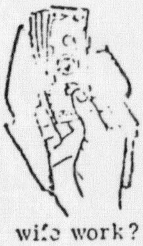
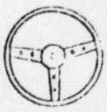


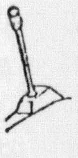
What can he or will he pay for a car? Find out whether or not he is trading his present car, the make of his car, and whether or not it's paid for. What does he do for a living; is his job a steady one; how long has he been employed? Does his wife work? Does he pay cash for his car or buy on time? What is the balance on his present car and what monthly payments does he prefer? Can he afford the car he wants?

Methods



What use does the buyer have in mind for his car? You might want to know such facts as the model he wants — why, does he drive to work; is this a business car; are there other members of his family who will drive this car; is he a fast driver or a slow driver; is this car for city driving or long, exhausting trips?

Mood



Is this person a buyer today? Is he ready to buy or just starting to look? Has he done any shopping? When does he need this car? Is he sure of the options he wants? Is he henpecked like the rest of us? Does he have to consult his family on color or has this already been done? Is he familiar with the facts about the car or does he need an explanation?

In getting these facts, we are qualifying for keys to the close. We get indications to buying desires — guideposts showing the shortest and the fastest way to the order. Of course, knowing what you should get and getting it are two different matters. Here the real professional is the master craftsman that experience has made him.

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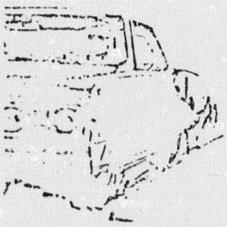
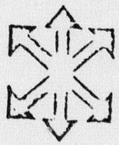


CLOSING TECHNIQUES

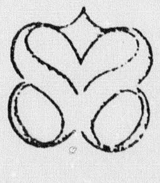
Brokers will learn that there are many ways to qualify; to help unlock much needed information that can be turned into good closing tools. Some of these techniques work for everybody, while some work best in special situations. There is no one skeleton key that magically unlocks the door to every client; however, we do notice that they generally take three shapes:

The Question This is the key used the most by far. It's a tried-and-true technique, used so much because it works so well. But, as you know, questions work only when they are asked the right way — at the right time, and with the right pacing! There are all kinds of questions. The blunt, bold question. The subtle question. The question in in the form of an assumption. In asking questions, the broker can be a diplomat — or a dope! But, properly spaced — timed right — questions are the most effective of the qualifying keys to a close.

The Pointed Statement This opens quite a few stubborn doors. Sometimes made in a very matter-of-fact manner — and sometimes very bluntly and directly, it's aimed at getting some sort of response from the buyer. In extreme cases, some brokers have even resorted to a "shocker" statement to deliberately provoke the client into revealing important information. Most brokers say this is a good technique, but only when used at the right time — in the right way — with care, the Pointed Statement can be an excellent device to draw out valuable information — if you do something with the information once you get it!



The Buying Signal The top pros in this business feel very strongly that if you watch for buying signals from the customer — be on the alert for them — this can be one of the most effective ways of learning the right direction to take towards the order. Every one of these direction arrows, or buying signals from the customer, points out a path to the close. Any idea, thought, or reaction expressed by the buyer — either in word or manner — can be a buying signal to help in qualifying accurately. Not only do professional brokers use these buying signals as directions in which to go for themselves, but also as directions in which to lead the buyer. You want to steer him towards the order — he wants to go in the



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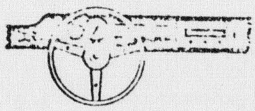
he wants to go in the direction that interests him most. Top pros have learned that this direction is one and the same.

These are qualifying keys that draw out from the buyer the information that you want, so you can determine the easiest — fastest — most effective way to make him your client.

Top Professionals Say:

- about the Man

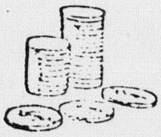


"I often close a client on the strength of some mighty little things. For example, I noticed this one buyer smoking a cigar, and pointed out early in the conversation that this model had a nice big ashtray that was very easy to reach. That point stuck with him, and later on, after he had signed the order, he laughed and said, 'You won't believe this, but it was that darned ashtray that made up my mind.'"

- about Money

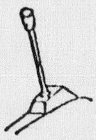
"So many people owe money on their cars, I figure I can always ask the buyer what payments he's making now. This brings out what I want to know without hitting him between the eyes with, 'Is your car clear?'"

- about Money



"I qualify all types by first showing a stripped-down model. Pretty soon they tell me they want this or that, and I'm finding out what they can afford and how far they will go."

- about Method



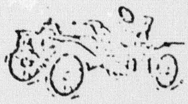
"To me, getting the buying signs is most important. I throw out feelers as we go along like, 'How do you like power steering?' If he gives me encouragement on a thing like that, I feel I've got him partly closed right there."

"I find out what I want to know by quoting a real low allowance on his used car. This gets the buyer going. He will let me know if he's been shopping — and exactly what he wants."

-about Mood

"I ask them, 'When would you need the car?', instead of 'Are you ready to buy now?' That asks the question from the buyer's point of view!"

"I say, 'Would you be interested if I could get you more for your used car today?'"



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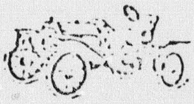
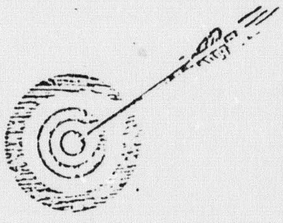


SELF-PRESENTATION — SELL YOURSELF

Professional brokers keep hammering away at this one point: MAKE THAT PROSPECT WANT YOUR SERVICE! They keep flashing the signal that we have to be expert want-makers — creating wants if we're to have the opportunity to fill them. The best time for creating opportunities to close is during the Self-Presentation.

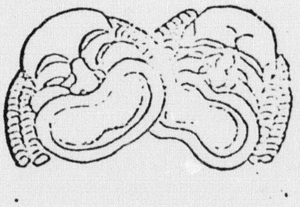


Self-Presentation is truly the heart of the close. Making the prospect want your services helps you close him more easily — price becomes less important as his buying temperature goes up. Your prospects of signing him up on a purchase are enhanced tenfold — your percentage of close each time is higher, thereby more broker's commissions.

Since these two facts in our daily routine could mean a blooming year and success, let us spend some time in analyzing the possibilities of painstaking self-presentation.

Make sure you are a first class showman — sparkle with enthusiasms! Think of nothing but the service you are rendering to your potential clients, going over all the innovations, appealing to his or her sense of comfort, safety, prestige, and ease of mind. Take time to point out the many benefits your service can have in store for him — make him feel the want for your service — get him to that point when he wants to have faith in you on his own accord. However, while you have his attention, it is up to you to make the best of it as the self-presentation is just as good as the qualification. Thus, if the qualification was poor, the chances of self-presentation success are limited.

Now that the prospect is in the right frame of mind, go a step further and prove to him the basis of your convictions. Make him a Believer. Success or failure depends on your telling the whole story and, by the same token, having the client responding to your string pulling. Make the buyer want your service — you might get the order. But, make him glad you made him want it! You'll have a client for life.



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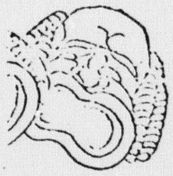


CLOSING

There is no special time or manner in which to come to the close. Most successful brokers state that they try trial closes just after they have introduced themselves to the prospective buyer. When you've sold yourself, you'll have the order, and the signing of the order is a successful close.

Whatever the buyer's appetite, raise his buying temperature, and your chances for a successful close are plentiful. However, there are some basic trends that might help immensely:

Talk in Terms of Benefits

The surest way to raise a man's buying temperature is to talk in terms he can understand — comfort, convenience, performance, economy, safety, appearance, durability, ease of mind, and value. You talk only about the things that appeal to the buyer and are his motives for the purchase — they may range from a desire to deal with you to a desire to impress others.

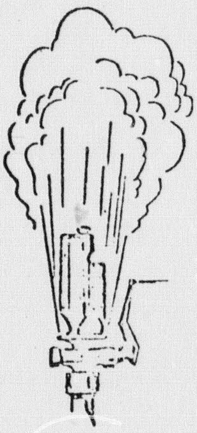
Paint Mental Pictures

Talk features and benefits in such a way that first, they paint word pictures of the buyer's needs and wants, and then put him into the picture so that he sees himself getting what he wants. The most exciting word pictures are used to make the buyer feel that he is getting exceptional service, an unusual service, more value for his dollar. Paint mental pictures and your brokerage business will go up, Up, UP.

Appeal to the Senses

Use the sense appeals as fast as you can — seeing, hearing, feeling — work these appeals into your self-presentation, as this is a sure way to make the buyer want your service and raise his buying temperature to the point where he is willing to sign the purchase order.

Tell the Whole Story



The product story may be too much, or it may be too little, depending upon the buyer and the circumstances. We might figure that all cars have basically the same features and overlook the possibility that perhaps other brokers have failed to tell the buyer about these features. By telling the buyer a complete story, we emphasize the fact that only certain cars have these features and he is receiving value for dollars spent by making it possible to evaluate the various features of different makes in his price class.

Paint mental pictures
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We have tried to bring out some of the successful methods and techniques that help make a successful broker. Remember, many people need your services, because you handle all makes. Also, many people like the fact that without shopping they can be assured of a one-cost feature, your brokerage fee, which is lower than the dealer profits. Last, but not least, people like to deal with an owner rather than a salesman. As a broker you are an independent businessman. These are advantages you can stress which will help you toward a successful career as a Nabcor Broker.

the nabcor system

NABCOR, INC.
101 BENSON MANOR
JENKINTOWN, PA. 19046

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The
Nabcor
System

"AN AUTOMOBILE CONSUMER SERVICE"

A Unique
New Opportunity
Awaits You to Enter
America's #1 Industry

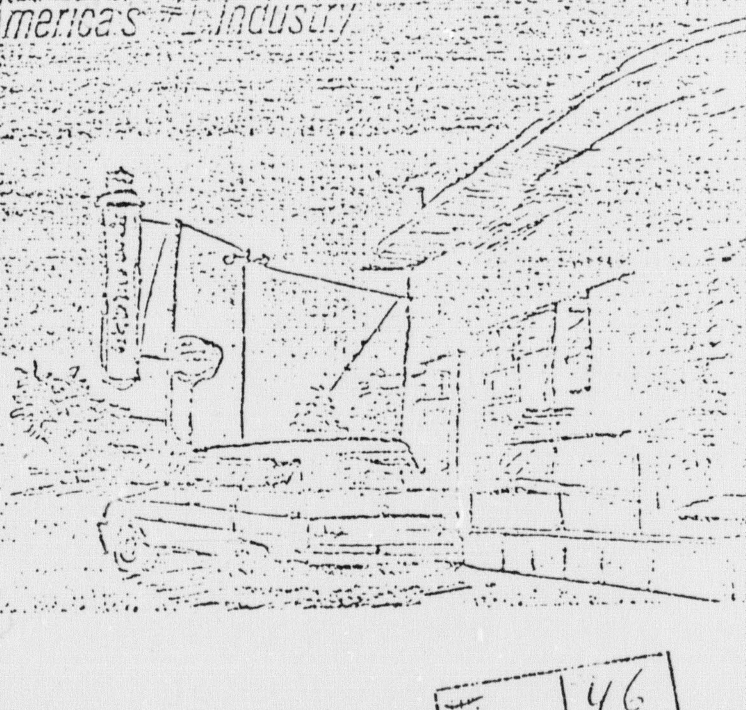

Exhibit No. 1

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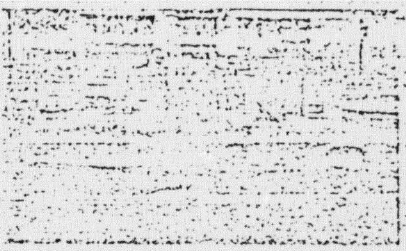
A message to the Prospective NABCOR BROKER from Mr. Frank Maiorana, President, Nabcor, Inc.:

The amount of financial reward you realize as a NABCOR BROKER depends entirely on how much you want it. I have spent more than twenty years in the automobile business—ALL PHASES—from Used Car Dealer to owner of multiple New Car Dealerships.

A result of this experience was the development of an all new AUTOMOTIVE MERCHANDISING CONCEPT—THE NABCOR SYSTEM. The fastest growing area in our economy is CONSUMER SERVICE. The automobile business is our country's largest single industry. The NABCOR SYSTEM is the finest in CONSUMER SERVICE for ALL AUTOMOBILE MAKES and MODELS.

The enclosed profit potential, expense structure outline, and sales plan has been prepared so you can thoroughly analyze the opportunities afforded to a NABCOR BROKER.

Frank Maiorana
President



Service Station Owner / Nabcor Broker

Ford Dealer Own / Nabcor Broker—All Makes

Independent Parts Dealer / Nabcor Broker

WHAT IS THE NABCOR SYSTEM?

The NABCOR SYSTEM provides NABCOR BROKERS with the opportunity to arrange NEW CAR purchases and leasing at substantial savings for their customers. This is accomplished without the huge overhead of the typical automobile agency. Nabcor franchised Brokers have the opportunity to provide personalized service for their customers before and after the sale.

DOES IT REQUIRE SPECIALIZED KNOWLEDGE?

NO. The NABCOR SYSTEM is simplicity itself. Prior to the advent of the NABCOR SYSTEM the automobile people handled only one new car make. Therefore he had to know all of the advantages of his product and the disadvantages of his competitors. This required specialized knowledge and years of experience. The NABCOR SYSTEM corrects this by enabling the NABCOR BROKER to handle ALL MAKES and MODELS. With the millions of dollars each manufacturer spends for advertising every year, it has been established that 80% of all new car buyers are presold and know the exact car they want to buy or lease, even to the color and equipment. The knowledge of automobiles required by the NABCOR BROKER is equivalent to the knowledge that the owner of an ice cream parlor must have about ice cream. His only question to his customer is—What flavor do you want?
The NABCOR BROKER asks—What car do you want? Since he handles ALL MAKES and MODELS it DOES NOT REQUIRE SPECIALIZED KNOWLEDGE.

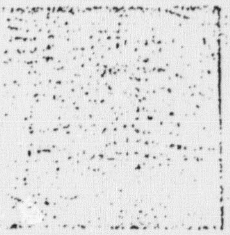
WHAT'S THE MARKET FOR THE NABCOR BROKER?

As a NABCOR BROKER, your market is practically limitless: every adult male or female [illegible] is your prospect. You are assured a protected territory and this territory is your open door for a continuous and ever expanding business. Your customers will come back to you so you may once again arrange their new car purchase or lease. Why? Because YOU, the NABCOR BROKER, offer SAVINGS and CONVENIENCE and SAVINGS and CONVENIENCE were their reasons for becoming your customers in the first place.

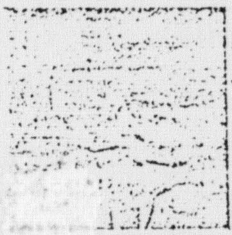
WHAT DOES A NABCOR SYSTEM FRANCHISE COST?

NOTHING—with NABCOR's refundable investment program.

Is The Nabcor System of Merchandising A Complete Program?



Executive Office, Philadelphia, Pa.



Training Center, Jenkintown, Pa.

There is nothing left to chance. Everything you need to insure the success of your individual franchise operation is included in your initial "package." We actually set you up in business from A to Z. We are not interested in you as a one time customer. Your being in business permanently is a testimony to the soundness of our plan, and your continued prosperity provides an expanding avenue of distribution for our growing line of services custom designed for profitable handling by our franchisees. You are not embarking on an experimental voyage. Your Nabcor franchise is an established, depression proof program that has been tested and proven time and again. It is right now producing thousands of dollars of income for present brokers . . . men like yourselves with the wisdom and foresight to have "gotten in on a good thing" at the right time.

We get you started. When you become a Nabcor broker, you are not just turned loose to shift for yourself. We guide you, step by step, to make sure you set the program into operation exactly as it is planned. This care and guidance provide your greatest guarantee of maximum success in the shortest possible time. We furnish you the plan, the product, the equipment, the training, the support and back-up, in short, all the "tools" you need to open the door to incredible profits. Before your initial training is complete, your original investment has already started returning itself.

And still there's more. Besides training and guidance, your "package" also includes assistance in securing adequate facilities and setting up a financing program and signs. In addition, we have planned national advertising programs, material for local television, radio and newspaper advertising. Set up your sales meeting procedure and outline format for your entire sales program, and furnish sales presentation tapes. Yes, truly, Nabcor Automobile Consumer Service is a complete package.

FULL FINANCIAL DETAIL AVAILABLE TO INTERESTED PARTIES

The Nabcor System

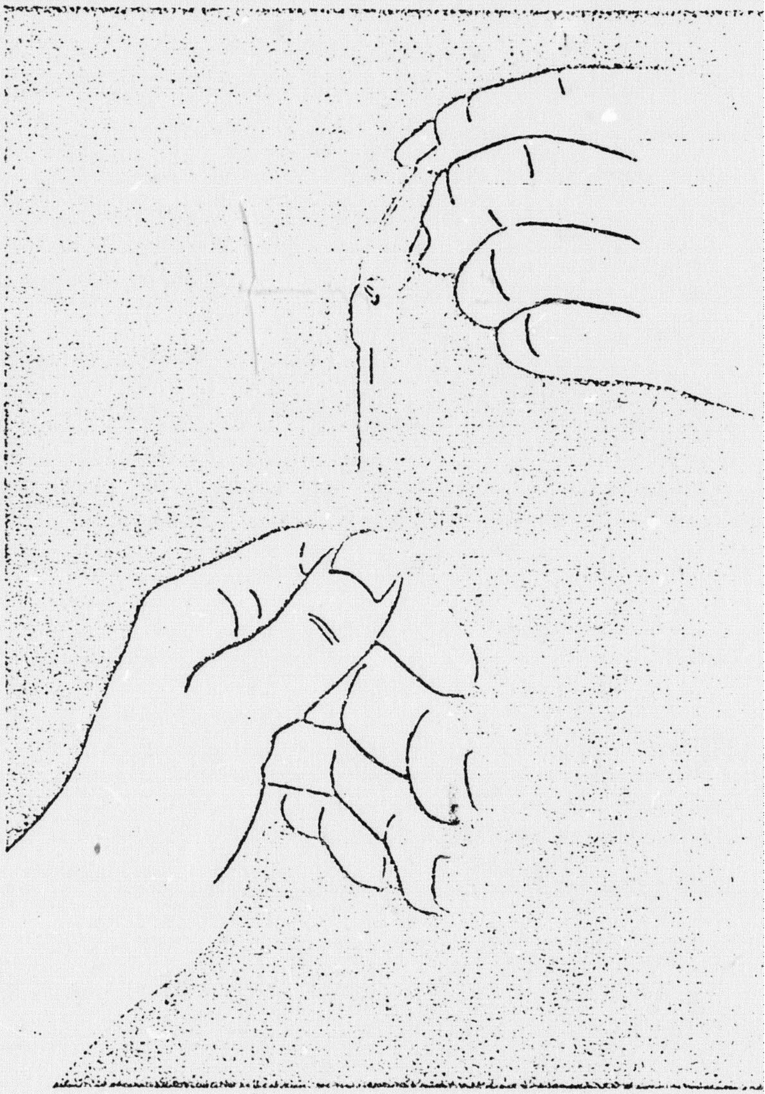
NABCOR, INC.
General Motors Building
1775 Broadway
New York, New York 10019

101 Benson Manor, Jenkintown, Pa.
1529 K Street, Washington, D. C.

BEST COPY AVAILABLE

the nabcor system

The Nabcor System is a system of buyers/brokers. The broker acts as the purchasing agent for the car buyer, advises him on his car purchase, and effects his car purchase for him.



Central Offices
NABCOR, INC.
101 BENSON MANOR
JENKINTOWN, PA. 19046
215-885-2075

an automobile consumer service

Exhibit No. 7

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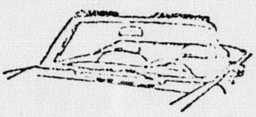
BEST COPY AVAILABLE

The Nabcor System is a system of buyers/brokers. The broker acts as the purchasing agent for the car buyer, advises him on his car purchase, and effects his car purchase for him.

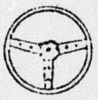
This brochure explains why your Nabcor Broker will provide you with personalized service in the purchase of a new car, and, at the same time, can save you hundreds of dollars — savings and service that you cannot get from automobile dealers.



YOUR NABCOR BROKER CAN HANDLE YOUR CAR PURCHASE FOR EVERY U.S. MAKE OR MODEL OF NEW CAR.

With the Nabcor System, for the first time you can afford the necessity of having your own automobile purchasing agent. Large corporations pay annual salaries of from $30,000 to $50,000 to a purchasing agent to purchase corporation cars. If corporations need the services of such a specialist to look after their interests, where does that leave the average man?

Today, for a small fee, you can afford your own purchasing agent, the man who looks after your interests — your Nabcor Broker. Due to recent changes in the automobile distributing system in the United States, for the first time in the history of the automobile industry we are able to offer you a service whereby



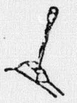
YOU CAN SAVE HUNDREDS OF DOLLARS ON THE PURCHASE OF A CAR.

Through the Nabcor Broker in your area, the Nabcor System can save you hundreds of dollars. The Nabcor Broker does not maintain fancy buildings, pay the salaries of expensive management, or carry the high overhead of the conventional automobile dealer. Someone must pay for these buildings, salaries, and overhead — and it is the customer who ends up absorbing these costs in the price of his new car at a dealer. Since the Nabcor Broker doesn't have these expenses, he can pass the savings on to you, his customer. With the advent of warranty, backed by the manufacturer anywhere in the United States, it is no longer necessary for you, as a customer, to subsidize the expensive plant and salaries of the conventional dealer.

PERSONALIZED SERVICE —

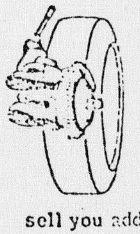
The Nabcor Broker in your area can handle your new car purchase for any make or model of United States automobile. He does not represent any single manufacturer. He has no financial ties, legal ties, or any other kind of affiliation with any manufacturer — automobile, truck, automobile parts, or accessories.

FIXED FEES - NOT COMMISIONS - AS SALES COMMISSION.



All Nabcor Brokers receive a fixed fee — not a percentage — for handling your car purchase. The broker receives the same fee, a standard, fixed sum, whether your car purchase is $2,000 or $5,000. There are no commissions, no bonuses, no kickbacks for any additional equipment or extras you want on your new car.

WHY THE NABCOR SYSTEM MAKES PERSONALIZED SERVICE A REALITY.



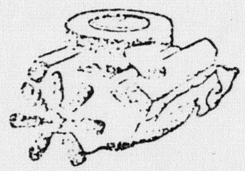
The Nabcor Broker, as your purchasing agent, gives you personalized service because he is free of the pressures, as well as the heavy expenses, of the conventional dealer. The Nabcor Broker does not have to sell you any one car over another. He doesn't have to push a given model. He isn't pressured to sell you additional equipment or extras — it isn't to his advantage. He is free to handle your purchase of any car you have decided upon.

If you are undecided, he can help you match your automobile purchase to:

- ☐ Your family size
- ☐ Your business needs and transportation requirements
- ☐ Your recreational requirements
- ☐ Your extended travel requirements for business or pleasure
- ☐ Your age and/or state of health and/or physical handicaps

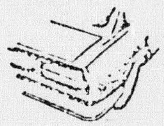
→ While taking into consideration your financial requirements.

The Nabcor Broker offers you unbiased, personalized help to fit every need for yourself, your wife, and your family.

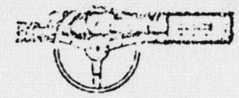


THE "WHY" OF A DIFFERENT ATTITUDE

Your Nabcor Broker doesn't have the one-shot attitude that many automobile dealers have. Why? The Nabcor Broker handles all makes of car, and he is not in a business that demands that he try to make the highest possible profit on any particular sale. It doesn't matter to him that the sale is a Thunderbird, a Falcon, a Fury, or an Ambassador, as long as that car is the one you want, that it is the one that fills your transportation needs, and that it suits your financial requirements. He is just as interested in your future business as in your present purchase. Your Nabcor Broker wants your continuing patronage, and the way to accomplish this is by making you a satisfied customer.

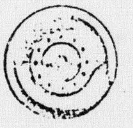


Unlike the dealer, your Nabcor Broker has nothing to lose if you decide to buy a Chevrolet instead of a Ford — he can handle your purchase of either, and his aim is to see you satisfied with your purchase. He is not pressured — nor will he pressure you — to load your car with extras and accessories that you don't really want. Remember, he gets no commission for extras.



His interest doesn't cool when you decide for a Falcon — he receives a single fixed fee. He had rather you feel — and be — financially secure in your purchase. Your Nabcor Broker doesn't lose interest in you as a customer after the sale, because he has every reason to assume that you'll return to buy your next automobile through him at substantial savings, and to take advantage of Nabcor's personalized service.

NABCOR BROKERS BRIDGE THE CREDIBILITY GAP BETWEEN BUYER AND SELLER IN THE AUTOMOBILE FIELD



The purchaser of a new automobile has good reason to assume that for several years now, automobile salesmen were not stating actual prices, true final cost, and other like information in dealing with car buyers. In this situation, the customer has had good reason to feel that he is the victim of a credibility gap. Dealing with the Nabcor Broker, the customer doesn't have to watch carefully to avoid pitfalls. The Nabcor Broker works from a standard printed Nabcor System price list and quotes

THE SAME PRICE TO ALL CUSTOMERS —

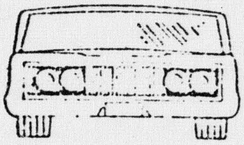
The same price to every customer on the same make, model, and equipment because your price consists of

- ☐ Actual factory invoice price of that make and model of car
- ☐ Standard transportation costs to the broker
- ☐ Standard get-ready charge
- ☐ Actual cost of equipment
- ☐ Standard equipment installation charges
- ☐ Broker's fixed fee

plus

- ☐ Federal, state, and local taxes, and licensing fees

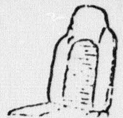
These charges, costs, and fees are fixed for every Nabcor Broker, and they are the same for every one of his customers. There are no "deals" such as are made by various car dealers because "deals" mean that someone does not pay for what he gets, and thus someone else must pay additional to make up for this loss of profit to the dealer.



Price variations may result due to choices that you, the customer, make in

- ☒ Insurance coverage
- ☒ Methods of financing

You, of course, may procure your own insurance and/or financing. On the other hand, your Nabcor Broker is able to help you and advise you on how to minimize your finance and insurance charges, and how to maximize your insurance coverage within your financial requirements.



A COMPLETE AUTOMOBILE CONSUMER SERVICE

The Nabcor System provides a complete automobile consumer service. The Nabcor System is relatively new and growing, with the establishment of brokers in new areas each day. Your Nabcor Broker can handle not only the purchase of your new car, but also can handle many other services to satisfy all your automobile needs. If a Nabcor Broker has not yet been located in your area, you may address your inquiry to Nabcor, Inc.

Write to:

Nabcor, Inc.
101 Benson Manor
Jenkintown, Penna. 19046

stating the make, model, and equipment desired, and we will quote the Nabcor price.

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Nabcor, Inc.

THE NABCOR SYSTEM
AN
AUTO CONSUMER SERVICE

When Nabcor establishes a Broker in a given territory, we enable him to arrange purchases of automobiles both new and used; and to be in a position to handle all makes of new cars for his customers. At that time, we advise him in all areas pertinent to his operation. We also give him a thorough training program which consists of all phases of the automobile business, including financing, insurance, used cars and leasing. We supply him with all forms, solicitation materials, signs and other materials necessary to operate business. Thereafter, we continually guide him in the many and varied situations that may arise in the automobile brokerage business, in order to eliminate harmful situations, thereby, assisting him to achieve a successful and profitable operation.

BROKER'S METHOD OF OPERATION

1. The Broker's method of operation would be:
   - A. Using Nabcor's proven solicitation programs, Broker would, with materials supplied by Nabcor locate people interested in purchasing a new automobile
   - B. Broker would handle new car purchases for his customers.
   - C. Broker would arrange for finance and insurance for those people desiring to finance their purchase.
   - D. When a person is interested in purchasing a new automobile, and orders same through our Broker, the Brokers, using purchase Agreement forms supplied by Nabcor, orders the automobile from Nabcor.

2. Nabcor orders the automobile. At the time the new automobile is ready for delivery, our Area Distributor picks up car from Nabcor and delivers the automobile to the Broker and his customer, thereby completing the new car purchase. All registration forms and other pertinent matters are handled by Nabcor through the Nabcor Area Distributor for the Brokers, plus any other assistance he may need. In the case of used car purchase, the Broker would handle these himself unless he needed Nabcor's assistance, at which time Nabcor would lend him whatever assistance is needed.

3. Nabcor provides a thorough training program that has been prepared by automobile experts in its employ, in addition to sales seminars held periodically in which any problems the brokers may encounter are discussed and solved for him, and also new methods of soliciation and promotion are discussed along with successful methods used by other Brokers.

4. In this manner, the free and beneficial exchange of ideas is brought about, which is extremely helpful in furthering the Broker's business.

5. Nabcor also offers a consultation service to its Brokers for any situation which may arise in which the Broker needs help, such as: expense control, greater efficiency in operation, hiring of personnel, and expansion programs.

NSMO - 1919
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Exhibit No. 8

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The Nabcor System

"1969 NABCOR PRICE BOOK".

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THE·HABCOR·SYSTEM
AUTO·CONSUMER SERVICE

1969 AMERICAN MOTORS

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: Armrests, front; back-up lights; heater; instrument panel, padded; mirror, left outside rearview; seat, foam; seat belts, front and rear; signals, 4 way hazard warning; visors, padded; windshield washer; manual shoulder belts; head restraints

RAMBLER

Rambler: Basic equipment items, plus: engine, 6-cyl. 199; tires, 6.45-14 (V-8 and wagon have 6.95-14); windshield wipers, vacuum.

440: All of the above, plus: armrests, rear; carpets; cigarette lighter; glove box lock; horns, dual; steering wheel, custom

Rogue: All of the above, plus: engine, 6-cyl. 232

AMX

AMX: Basic equipment items, plus: V-8 290 engine 225 h.p.; 4-speed manual transmission w/floor mounted shift; dual exhausts; E70-14 fiberglass belted blackwall tires; heavy-duty suspension; reclining bucket seats; tachometer; flo-thru ventilation; lighter; carpeting; wheel discs; dual horns; armrests; collapsible spare tire.

JAVELIN

Javelin: Basic equipment items, plus: engine, 6-cyl. 232; seats, bucket front; armrests, front; cigarette lighter; steering wheel, custom; carpeting; tires, 6.95-14 (7.35-14 on V-8); flo-thru ventilation

SST: All of the above, plus: wheel discs; reclining bucket seats; sports steering wheel

REBEL

Rebel: Basic equipment items, plus: cigarette lighter; engine, 6-cyl. 232; tires, 7.35-14. Wagon has roof top rack and 7.75-14 tires.

SST: All of the above, plus: carpets; glove box lock; horn, dual; steering wheel, custom. Wagon has cargo box lock.

AMBASSADOR

Ambassador: Basic equipment items, plus: air conditioning; armrests, front and rear; carpets; cigarette lighter; engine 6-cyl. 232; glove box lock; steering wheel, custom; tires, 7.75-14 (V-8 has 8.25-14)

DPL: All of the above, plus: seat cushion, rear [illegible]; wheel discs. Wagon has cargo box lock, roof top rack, 8.25-14 tires

SST: All of the above, plus: engine, V-8 290; light group; bucket seats (reclining) with front armrest and center cushion; clock; hood insulation; transmission, Shift Command. Wagon has simulated wood grain side and rear panels.

GROUP	CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
RAMBLER		RAMBLER SERIES			
	6806	Sedan: 2-door	60.00	1824.90	2058.00
	6805	4-door	60.00	1891.60	2136.00
		RAMBLER 440 SERIES			
	6805-5	Sedan, 4-door	60.00	2014.25	2278.00
	6808-5	Wagon	64.00	2237.40	2542.00
		RAMBLER ROGUE			
	6809-7	Hardtop	60.00	2080.90	2356.00
		AMX (V-8)			
	6839-7	Sport Coupe	68.00	2812.03	3365.00
		JAVELIN			
	6879-5	Hardtop	68.00	2266.20	2580.00
		JAVELIN SST			
	6879-7	Hardtop	68.00	2370.45	2701.00
		REBEL			
	6815	Sedan, 4-door	68.00	2144.70	2552.00
	6819	Hardtop	68.00	2153.95	2564.00
	6818	Wagon, 2-seat	74.00	2418.00	2831.00
		REBEL SST			
	6915-7	Sedan, 4-door	68.00	2226.60	2652.00
	6919-7	Hardtop	68.00	2237.85	7666.00
	6918-7	Wagon, 2-seat	74.00	2524.45	3021.00
AMBASSADOR		SERIES			
	6985-2	Sedan, 4-door	80.00	2493.25	2994.00
		DPL SERIES			
	6985-5	Sedan	80.00	2579.60	3245.00
	6989-5	Hardtop	80.00	2592.95	3262.00
	6988-5	Wagon, 2-seat	87.00	2845.00	3591.00
		AMBASSADOR SST (V-8)			
	6985-7	Sedan, 4-door	80.00	2924.45	3685.00
	6989-7	Hardtop	80.00	2937.80	3702.00
	6988-7	Wagon	87.00	3231.90	4035.00
ADD FOR STANDARD V-8 290 ENG. (6 cyl. only):					
		Rambler		99.20	116.00
		Javelin		86.90	101.00
		Rebel		79.85	93.00
		Ambassador--Basic		81.90	100.00
		Ambassador DPL		82.00	105.00

Factory suggested dealer preparation and conditioning: Rambler series and Javelin $20.00, AMX, Rebel series $25.00, (1) Ambassador series [illegible]

AMERICAN MOTORS
1969 ACCESSORIES

N THE [illegible] OR-SYSTEM
AUTO[illegible] UPER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED PRICE
46-4	Air Conditioning Package All season air cond., [illegible] glass (all windows), power steering	Rambler	19.55	298.70	386.55
56-4	Appearance Group [illegible] wheel discs, wheel opening moldings on Rebel	Rambler, 440, Rogue, Rebel (NA SST)	2.00	30.00	38.85
70-1	Handling Package [illegible]	Rambler series, Rebel 6-cyl. wagon and all V-8, Ambassador	.90	13.00	16.85
		Rebel series 6-cyl. ex. wagons	1.20	18.00	23.35
		Javelin, AMX	1.00	15.00	19.45
65-2	Insulation Group Undercoating and hood insulation.	All ex. Ambassador SST, AMX	.85	12.80	21.15
59-1	Light Group Trunk or cargo, two courtesy, ash tray [illegible]	Rambler	1.05	15.40	19.95
		Javelin, Rebel, Ambassador (std. Amb. SST)	1.20	18.00	23.35
		AMX	1.00	15.00	19.45
39-1	Performance 343 "GO" Package V-8 343 eng., dual exhaust, power disc brakes, [illegible] wheels, [illegible] Package, black fiber glass hood [illegible]. AMX also has HD cooling, Twin-Grip differential, racing stripes.	Javelin	13.45	205.00	265.50
		AMX	11.80	180.00	233.15
39-2	Performance 390 "GO" Package Same as above except includes V-8 390 engine.	Javelin SST	17.35	265.00	343.25
		AMX	15.75	240.00	310.85
46-3	Ventilation, "Command Air" 3-speed blower motor, 55-amp. alternator. Air cond. vents used [illegible] w. air cond.	Rebel, Javelin, AMX	2.10	31.50	40.80
		Ambassador (air cond. deletion) ex. DPL, SST (mandatory w/o air cond.)	(11.15)	(150.00)	(185.95)
		Ambassador DPL, SST (air cond. deletion, mandatory w/o air cond.)	(11.15)	(150.00)	(195.30)
57-2	Visibility Group Left outside remote control mirror, day/night mirror [illegible], electric windshield washer and [illegible]. Javelin, Rebel and Ambassador include clock.	Rambler series, Ambassador SST	1.45	22.00	28.50
		Javelin, Rebel, Ambassador (ex. SST), AMX	2.20	33.00	42.75
46-2	Air Conditioner, All Season Includes [illegible] battery (60-amp. std. w/343, 390 eng.), HD [illegible]	Rambler series	16.40	250.00	323.50
		Javelin, AMX	18.65	285.00	369.15
		Rebel, SST	19.00	290.00	375.60
36-7	Armrest w/Center Cushion	Javelin w/bucket seats (NA console), AMX w/bucket seats and 4-speed trans.	1.80	27.15	35.20
...	Axle Ratios, Optional	All	.25	3.80	4.95
67-1	Battery: 70-amp. HD	All	.45	6.50	8.45
68-5	W/55-amp. Alternator	All w/o air conditioning	1.35	20.00	25.90
49-1	Brakes: Power	Rambler series, Javelin, Rebel, AMX	2.15	32.55	42.15
		Ambassador	2.20	33.40	43.30
49-2	Disc Front, With Power	8-cyl. ex. Rambler series	4.60	70.00	90.70
77-1	Clutch, Heavy-Duty	Std. 6-cyl. eng. w/3-speed trans. ex. Javelin	.30	4.10	5.30
		Javelin w/V-8 290 eng. w/3-speed trans.	.55	8.15	10.55
36-6	Console Includes rear seat courtesy light, rear ash tray	Javelin w/column shift	2.70	41.00	53.10
66-1	Cooling System, Heavy-Duty Includes HD radiator, Power-Flex fan, fan shroud	All (std. w/air conditioning)	.85	12.40	16.05
53-1	Cruise-Command Spd. Control	Rebel, Ambassador V-8 w/auto. trans.	2.65	40.00	51.80
45-1	Differential, Twin Grip	All	2.15	32.65	42.30
	Engines: (In addition to standard 6-cyl.)				
40-2	6-cyl. 232 (145 h.p.)	Rambler ex. Rogue	2.30	35.00	45.35
40-3	6-cyl. 232 (155 h.p.)	Rebel	.80	12.00	15.55
	In addition to standard V-8				
40-5	V-8 290 (225 h.p.)	Rambler Rogue, Javelin	2.30	35.00	45.35
40-6	V-8 343 (235 h.p.)	Rebel, Ambassador	2.65	40.00	51.80
40-7	V-8 343 (280 h.p.)	Javelin	4.60	70.00	90.70
		Rebel, Ambassador	4.10	62.00	80.20
		AMX	2.30	35.00	45.35
40-9	V-8 390 (315 h.p.)	All SST's ex. Rebel	8.55	130.00	168.40
		AMX	6.25	95.00	123.05
41-1	Exhaust, Dual	All w/343 V-8 engine (NA wagon) Javelin w/290 engine (std. AMX)	1.55	23.60	30.60
51-2	Glass, Solex Windshield Only	Rambler, Javelin, AMX	1.15	17.50	22.70
		Rebel	1.35	20.00	25.90
		Ambassador	1.50	22.50	29.15

	SUGGESTED RETAIL
.70	306.85
.00	38.85
.00	16.85
.00	23.35
.00	19.45
.80	21.15
.40	19.95
.00	23.35
.00	19.45
.00	265.50
.00	233.15
.00	343.25
.00	310.85
.50	40.80
.00)	(186.95)
.00)	(196.30)
.00	28.50
.00	42.75
.00	323.80
.00	369.15
.00	375.60
7.15	35.20
3.80	4.95
.50	8.45
.00	25.90
2.55	42.15
3.40	43.30
.00	90.70
4.10	5.30
8.15	10.55
1.00	53.10
2.40	16.05
.00	51.80
2.65	42.30
5.00	45.35
2.00	15.55
5.00	45.35
.00	51.80
.00	90.70
.00	80.30
.00	45.35
.00	169.40
.00	123.05
3.60	30.60
7.50	22.70
.00	25.90
.50	29.15

THE·NARCOR·SYSTEM
AUTO·CONSUMER SERVICE

AMERICAN MOTORS
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Glass, Cont'd.				
51-1	All Windows ex. Rear Convertible	Rambler, Javelin, AMX	1.65	25.00	32.40
		Rebel	1.80	27.50	35.65
		Ambassador	2.00	30.00	38.85
64-1	Guards, Bumper: Front	Rambler wagon	.65	9.75	12.65
		Rebel and Ambassador wagon	.85	12.25	15.85
64-2	Front & Rear	Rambler ex. wagon	1.30	19.50	25.25
		Rebel and Ambassador ex. wagon	1.65	24.50	31.75
64-3	Rear	Javelin, AMX	.65	9.75	12.65
72-1	Heater, Engine Block	All	.55	8.15	10.55
44-2	Instrument Cluster Includes tachometer, 140 m.p.h. speedometer.	Javelin V-8	2.55	38.75	50.20
47-3	Oil Cooler, Automatic Transmission	6-cylinder (std. w/V-8 engine)	.90	13.50	17.50
...	Paint: Special Application, AM Colors	All	2.00	30.40	39.40
	Two-Tone	Rambler series	1.25	18.75	24.30
		Rebel and Ambassador sedan and hardtop	1.40	20.70	26.50
		Rebel and Ambassador wagons	3.30	49.90	64.65
61-1	Paint Stripe:	Rebel ex. SST, Ambassador (NA wag., two-tone)	.75	11.00	14.25
61-2,-3,-4,-5,-6	"Rally Side"	Javelin	1.40	21.00	27.20
...	Panels, Sim. Wood, Body Side	Rebel wagon	5.70	86.85	112.50
62-2	Radio: AM Push Button	All	3.10	47.25	61.20
62-3	AM-FM Push Button	Javelin, Rebel, Ambassador, AMX	6.80	103.30	133.90
63-1	Rear Speaker, Duo Coustic	Rebel, Ambassador (NA tape player, wagon)	.70	10.15	13.15
35-7,-8,-9	Roof, Vinyl	Rambler Rogue hardtop	4.00	60.95	78.95
		Javelin	5.05	77.00	99.75
		Rebel hardtop, sedan	4.60	69.75	90.35
		Ambassador hardtop and sedan	5.05	77.15	99.95
52-3	Roof-Top Rack (wagon)	Rambler 440 wagon	2.00	30.00	38.85
36-2	Seats: Individually Adjustable Reclining	Rambler	2.65	40.00	51.80
		Rebel, Ambassador (std. SST)	3.00	45.00	58.30
36-5	Reclining Bucket w/Armrest and Cushion	Rebel and Ambassador SST	5.60	85.45	110.70
52-1	Wagon, Third Seat (Includes 2 seat belts, power rear window.)	DPL, SST wagons	6.00	91.00	117.85
48-1	Steering: Power (Recommended w/air conditioning.)	Rambler	4.55	69.25	89.70
		Javelin, AMX	4.80	73.25	94.90
		Rebel, Ambassador	5.10	77.45	100.20
48-2	Quick-Ratio	Javelin, AMX	.85	12.25	15.85
54-1	Steering Wheel: Adjust O Tilt	All ex. Rambler (NA manual column shift)	2.30	34.95	45.30
55-2	Custom	Rambler (std. 440, Rogue)	.60	8.95	11.60
		Rebel ex. SST	.70	9.95	12.90
55-3	Sports	Rambler 440, Rogue; Rebel SST; Ambassador	1.55	23.40	30.30
63-3	Stereo Tape Player	Rebel, Ambassador sedans & hardtops	6.80	103.30	133.90
63-2	(Includes 2 rear speakers.)	Javelin, AMX (incl. manual radio)	9.85	150.55	195.00
	Transmission:				
42-O	Overdrive, Column Shift	Rambler 6-cyl. 199 engine, Rebel 6-cyl. 145-h.p. engine	5.90	89.50	115.90
42-A	Shift Command: Column Shift	Rambler 6-cyl.	9.10	138.50	171.35
		Rambler V-8 (NA 225 h.p.)	10.10	153.70	199.60
		6-cyl. ex. Rambler	10.15	154.90	191.10
		V-8 290 200 h.p. ex. Rambler, AMX	10.70	162.50	201.25
		V-8 343 ex. Ambassador SST, AMX	11.55	180.50	223.05
		V-8 343 Ambassador SST	1.20	18.00	22.70
		V-8 390 Ambassador SST	1.75	26.70	32.95
42-C	Console Shift	Javelin V-8 200 or 280 h.p.	14.55	221.50	267.25
		Rebel SST V-8 ex. 235 h.p., Ambassador hardtop V-8 220 h.p. ex. SST	14.15	215.50	279.50
		Javelin SST w/390 engine	15.05	229.00	297.40
		Ambassador SST (NA 235, 315 h.p.)	3.50	53.00	68.35
		Ambassador SST w/390 engine	4.05	61.50	79.35
		AMX	6.00	91.00	117.85
42-M	4-speed Floor Shift	Rambler Rogue w/225 h.p. engine	9.75	149.00	193.00
		Javelin V-8 ex. 200 h.p. engine	10.35	155.00	204.65

P-SYSTEM
ER SERVICE

COST	SUGGESTED RETAIL
1.00	18.15
.85	24.45
.50	68.00
1.00	79.00
1.95	67.30
5.60	46.10
5.70	72.15
.35	51.00
.35	21.20
2.25	93.60
5.90	72.40
1.40	105.45
8.40	140.40
7.00	35.00
1.50	14.90
4.50	31.75
0.00	12.95
8.00	49.25
5.00	32.40
1.00	14.25
9.00	50.50
6.50	34.35
5.00	32.40
1.00	14.25
9.00	50.50
6.50	34.35
8.10	75.25
5.00	19.45
0.00	12.95
3.05	3.95
6.50	34.35
11.00	14.25
9.00	50.50
7.00	35.00
7.00	60.90
6.00	46.65
75.00	97.15
4.00	82.90
12.00	15.55
0.00	51.80
8.00	62.20
6.00	98.45
6.35	73.00

N THE NABCOR SYSTEM
AUTO-CONSUMER SERVICE

AMERICAN MOTORS
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Ambassador series				
01	7.75-14 whitewall	All ex. wagon	1.80	27.00	35.00
38	7.75-14 blackwall, 8 PR	All ex. wagon	2.40	36.00	46.65
39	7.75-14 whitewall, 8 PR	All ex. wagon	4.20	64.00	82.90
42	8.25-14 blackwall	All ex. wagon	.80	12.00	15.55
43	8.25-14 whitewall	All ex. wagon	2.65	40.00	51.80
01		Wagon	1.80	27.00	35.00
48	8.25-14 blackwall, 8 PR	All ex. wagon	3.15	48.00	62.20
		Wagon	2.40	36.00	46.65
49	8.25-14 whitewall, 8 PR	All ex. wagon	5.00	76.00	98.45
		Wagon	4.20	64.00	82.90
92	F78-14 "Polyglas" whitewall	8 cyl. ex. wagon	3.40	51.35	66.50

THE NACCOR SYSTEM
AUTO-CONSUMER SERVICE

1969 BUICK

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: Anchors, shoulder belt (front seat); armrests, safety, front and rear; ash trays; belts, seat w/ front retractors; brakes, dual master cylinder w/ warning light; [illegible] turn signal w/ lane change feature; [illegible] flasher; 4-way [illegible]; heater and defroster; instrument panel and visors, padded; lighter; [illegible] lights; back-up [illegible] mirror, outside remote and inside day-night; [illegible] seat back latches; steering column, energy absorbing; tire safety rims; windshield washer and recessed dual speed wipers w/ [illegible] finished wiper arms; shoulder belts.

SPECIAL

Deluxe Series: [illegible] equipment, plus courtesy light, front door operated; 155 h.p. 6 cyl. engine (230 h.p. V-8 on Wagons) [illegible] tires; 3 speed manual transmission; bench seats.

Skylark Series: Basic and Special Deluxe equipment, plus ash tray and glove compartment lights; dual horns; deluxe steering wheel; carpeting.

Skylark Custom Series: Basic and Skylark equipment, plus 230 h.p. V-8 engine; custom padded seat cushions.

GS Series: Basic and Skylark equipment, plus: GS 350 has 280 h.p. V-8 engine w/4-bbl. carb.; dual exhaust; vinyl seats w/foam-padded seat cushions; simulated hood scoops; GS ornamentation. In addition, the GS 400 has 340 h.p. V-8 engine w/4-bbl. carb.; chrome plated air cleaner cover; aluminum front brake drums; 3 speed floor mounted manual trans.; wheel covers; Red or White Stripe wide oval F70-14 tires.

Sportwagon Series: Basic and Special Deluxe equipment, plus 230 h.p. V-8 engine; custom interior trim; tailgate lamp; 8.25-14 tires (3 seat wagon has 8.55-14); deluxe wheel covers.

BUICK

LeSabre, LeSabre Custom Series: Basic equipment, plus carpeting; courtesy and glove compartment lights; dual armrests, front and rear; dual horns; rear seat ash trays; 230 h.p. V-8 engine; custom interior trim and deluxe wheel covers on LeSabre Custom; deluxe steering wheel; 8.45-15 tires.

Wildcat, Wildcat Custom Series: Basic and LeSabre equipment, plus aluminum front brake drums; 360 h.p. V-8 engine w/4-bbl. carb. In addition, Wildcat Custom models have custom interior trim; paddle type armrest; custom headlining (ex. convertible).

Electra "225", Electra "225" Custom Series: Basic and Wildcat equipment, plus: automatic transmission; custom front seat belts; carpeting on floors and doors; custom padded seat cushions; electric clock; parking brake signal and trunk lights; license plate frames; glareproof mirrors; power brakes; power steering; deluxe wheel covers; 8.85-15 tires. Electra "225" Custom models have custom interior trim.

Riviera Series: Basic and Electra "225" equipment, plus: dual exhaust; hidden headlights; tilt steering wheel; 8.45-15 tires.

GROUP	CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
SPECIAL		DELUXE SERIES			
	43369	Sedan	74.00	2230.63	2670.00
	43327	Coupe	74.00	2185.75	2616.00
	43435	Wagon V-8	74.00	2623.37	3149.00
	43436	Wagon w/ DA tailgate V-8	74.00	2649.67	3181.00
		SKYLARK SERIES			
	43569	Sedan	74.00	2314.20	2772.00
	43537	Sport Coupe	74.00	2331.40	2793.00
		SKYLARK CUSTOM SERIES V-8			
	44469	Sedan 4 door	74.00	2529.89	2765.00
	44439	4 door hardtop	74.00	2671.73	3203.00
	44437	Sport Coupe	74.00	2555.19	3066.00
	44467	Convertible	74.00	2672.54	3205.00
		GS SERIES V-8			
	43437	Sport Coupe GS 350	74.00	2531.51	3037.00
	44637	GS 400	74.00	2696.22	3235.00
	44667	Convertible GS 400	74.00	2814.38	3362.00
		SPORTWAGON SERIES V-8			
	44456	Custom 2 seat	74.00	2929.49	3522.00
	44466	3 seat	74.00	3057.37	3678.00
BUICK		LESABRE SERIES			
	45269	Sedan 4 door	102.00	2584.29	3301.00
	45239	4 door hardtop	102.00	2693.70	3441.00
	45237	Sport Coupe	102.00	2648.35	3383.00
		LESABRE CUSTOM SERIES			
	45469	Sedan 4 door	102.00	2657.82	3395.00
	45439	4 door hardtop	102.00	2767.23	3535.00
	45437	Sport Coupe	102.00	2717.26	3471.00
	45467	Convertible	102.00	2867.94	3664.00
		WILDCAT SERIES			
	46469	Sedan 4 door	103.00	2787.48	3577.00
	46439	4 door hardtop	103.00	2912.52	3737.00
	46437	Sport Coupe	103.00	2869.48	2682.00
		WILDCAT CUSTOM SERIES			
	46639	Sedan 4 door hardtop	103.00	3080.60	[illegible]
	46637	Sport Coupe	103.00	3042.18	[illegible]
	46667	Convertible	103.00	3144.66	4034.00

BUICK

[illegible]

V-8 on Wagon[illegible]

l horns, deluxe [illegible]

[illegible]

naust; vinyl seats w/foam-
0 h.p. V-8 engine w 4-bbl
trans.; wheel covers; Red

m; tailgate lamp; 8.25-14

ghts; dual armrests, front
wheel covers on LeSabre

ms: 360 h.p. V-8 engine
rest; custom headlining

n: custom front seat belts:
l and trunk lights, license
es. Electra "225" Custom

wheel; 8.45-15 tires.

TOTAL COST	SUGGESTED RETAIL
230.63	2670.00
188.75	2619.00
623.37	3149.00
649.67	3181.00
314.70	2772.00
331.40	2793.00
529.89	2765.00
671.73	3203.00
555.19	3066.00
672.54	3209.00
531.51	3037.00
696.22	3238.00
814.38	3382.00
929.49	3522.00
057.37	3678.00
584.29	3301.00
693.70	3441.00
648.35	3383.00
657.82	3305.00
767.23	3535.00
717.26	3471.00
867.94	3664.00
787.48	3577.00
912.52	3737.00
869.48	3682.00
[illegible]9.60	3952.00
[illegible]2.15	3903.00
144.66	4034.00

THE·HARCOR·SYSTEM
AUTO-CONSUMER SERVICE

1969 BUICK

	ELECTRA "225" SERIES			
48269	Sedan 4 door	104.00	3447.28	4358.00
48239	4 door hardtop	104.00	3549.76	4515.00
48257	Sport Coupe	104.00	3463.65	4405.00
	ELECTRA "225" CUSTOM SERIES			
48469	Sedan 4 door	104.00	3615.13	4603.00
48439	4 door hardtop	104.00	3689.64	4657.00
48457	Sport Coupe	104.00	3603.53	4583.00
48467	Convertible	104.00	3713.76	4729.00
	RIVIERA SERIES			
49487	Sport Coupe	102.00	3782.21	4785.00

ADD FOR STANDARD V 8 ENG. (6 cyl. only) 85.39 110.59

[illegible]
Standard [illegible]

Factory suggested dealer preparation and conditioning: Special Group, $30.00, LeSabre Series, $55.00, Wildcat and Riviera Series, $70.00, Electra Series, $100.00

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
U4 U5	Accessory Group Electric clock, license plate frame, trunk mirror map and courtesy lights	Buick group (std. Electra, Riviera)	1.56	23.86	31.31
X2	Appearance Group Deluxe steering wheel, front and rear carpeting	Special Deluxe w/o custom trim	1.73	26.43	34.23
W1	California GS Ornamentation Special grille, emblems, moldings, chrome plated air cleaner	Special Deluxe coupe (vinyl roof, A7, B1, H2, K4, V2, W1, W6, & X2 or X5 options all req.)	2.60	39.89	51.60
U1	Convenience Group Ash tray, glove box, courtesy & map electric clock ex. Special; trunk light ex wagon. Special also has dual horns	Special Deluxe ex. wagon	1.01	15.41	20.01
U2		GS 350	.81	12.41	16.11
U3		Special Deluxe wagon, Skylark	1.67	25.47	32.97
		Skylark Custom, GS 400	1.17	17.87	23.17
		Sportwagon	1.06	16.26	21.06
W4	Custom Body Side Moldings	Special Deluxe ex. wagon	1.06	16.26	21.06
		Special Deluxe wagon	2.72	41.52	53.72
		Sportwagon (NA w wood grain applique)	4.26	65.06	84.26
		Skylark series	1.33	20.33	26.33
W2	Custom Bright Exterior Mldg. Belt reveal and wheel opening	Special Deluxe, Skylark	1.60	24.40	31.60
W3	Custom Hood Top Center Mldg.	Special group ex. Deluxe, Skylark	.74	11.34	14.74
W5	Custom Lower Side, Mldg.	Special Deluxe series	.64	9.74	12.64
W4	Wheel opening, rocker panel	LeSabre (std. Custom)	2.10	32.10	42.10
		Riviera	2.10	32.10	42.10
W6	Custom Window Frame Mldg. Roof drip, door window frames. Special also has center pillar, rear quarter window scalps. Wildcat also has belt reveal	Special Deluxe w/o vinyl top, Skylark sedan	1.49	22.79	29.49
		Special coupe w/vinyl top	1.06	16.26	21.06
		LeSabre and LeSabre Custom sedans w/o vinyl top	2.00	30.50	40.00
		LeSabre, LeSabre Custom, Wildcat sedans w/vinyl top	1.37	20.87	27.37
		Wildcat sedan w/o vinyl top	2.10	32.10	42.10
W1	GS Ornamentation Pkg. GS 350 grille, GS California emblem, Skylark rear deck molding, GS on sail panel, GS hood and air cleaner	Special Deluxe coupe	2.60	39.89	51.60
A9	LeSabre "400" Hi-Perf. Group Hi-performance V-8 [illegible] w 4-bbl carburetor, Turbo Hydra-Matic 400 transmission, ornamentation	LeSabre, LeSabre Custom	14.11	220.21	274.41
07	Protection Group Door and [illegible] door guards (NA w V5)	Special group wagon	.61	9.31	12.01
W4	Protective Moldings Body side and [illegible] fender	LeSabre, Wildcat series	1.68	25.68	33.68
		Electra series	2.37	36.17	47.37
X5	Rallye Interior Appearance Group [illegible] wheel	Special Deluxe ex. wagon	3.25	49.65	64.25
H4	Rallye Ride Control Pkg. Special front and rear [illegible] springs, HD stabilizer bar, 15:1 power steering, HD wheels	GS series	6.65	101.65	131.65
H6	Same as H4 [illegible] steering	GS series	.80	12.20	15.80
H2	Ride and Handling Option [illegible]	Special group ex. Sportwagon or GS series (NA w option H1 or H3)	.27	4.07	5.27
		Buick group ex. Riviera Gran Sport	.19	2.89	3.79
A9	Riviera Gran Sport Group [illegible] whitewall [illegible]	Riviera (NA w options H1, H2 or H3)	6.57	100.37	131.57
A9	Sportwagon "400" Group Hi-performance V-8 [illegible] w 4-bbl carburetor, Super Turbine 400 transmission, ornamentation	Sportwagon	18.16	277.56	343.16
A1	Stage 1 Option Modified [illegible], Positive Traction, Perf. axle, HD cooling, low restriction dual exhaust, specific ornamentation	GS 400	10.05	153.65	193.05

THE NADCOR SYSTEM
AUTO CONSUMER SERVICE

BUICK
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FED (EXCISE)	DEALER COST	SUGGESTED RETAIL
H1	Trailer Towing Option Specific rear springs, front and rear shocks [illegible] series. [illegible] and rear [illegible]. Special group [illegible] wheels)	All ex. Riviera Gran Sport (NA w/option H2 or H3)...	.19	2.89	3.69
N3	Air Cleaner, HD	All	.48	7.28	9.48
I6	Air Conditioner	Special group	18.99	290.20	373.[illegible]
		Buick group	21.23	325.28	421.[illegible]
I5	Automatic Climate Control	Buick group	24.94	381.24	4[illegible].24
G1	Axle, Performance & Positive Traction Differential... Auto trans. req. Buick group or GS series	Special group	2.13	32.53	42.13
		Buick group (std. Riviera Gran Sport)	2.37	36.17	47.37
H5	Battery, Heavy Duty	Special group ex. GS 400, LeSabre, LeSabre Custom...	.37	5.67	7.37
J1	Belts: Seat, Cust. Front & Rear	Special group conv. w/bench seats, Buick group conv....	.53	8.15	10.53
		Special group conv. w/bucket seats	.44	6.74	8.74
J3	Shoulder, Custom Front..	All w/bench seats ex. conv., 3-seat wag., Riviera	.69	10.59	13.69
		Special group conv. w/bench seats, Buick group conv. ex. Electra Custom...	1.86	28.46	36.86
		Electra Custom conv.	1.32	20.12	2[illegible]
		Sport coupe models w/bucket seats	.60	9.20	11.[illegible]
		Special group conv. w/bucket seats	1.77	27.07	35.[illegible]
		3-seat wagon	.87	13.27	17.17
J5	Shoulder, Custom Front & Rear...	All w/bench seats ex. conv., 3-seat wag., Riviera	2.02	30.92	40.02
		Special group conv. w/bench seats, Buick group conv. ex. Electra Custom...	3.19	48.79	63.19
		Electra Custom conv.	2.63	40.13	5[illegible]
		Sport coupe models w/bucket seats	1.93	29.53	3[illegible]
		Special group conv. w/bucket seats	3.10	47.40	61.[illegible]
		3-seat wagon	3.53	53.93	6[illegible]
C7	Brakes: Power	Special group	2.10	32.10	41.[illegible]
		Buick group (NA w/manual transmission; std Electra, Riviera)...	2.10	32.10	42.10
C1	Power Front Disc	Special group (NA w/V2 option)	3.25	49.65	6[illegible]
		Buick group ex. Electra, Riviera	3.94	60.24	7[illegible]
	Front Disc	Electra, Riviera	2.63	40.13	52.[illegible]
Y2	Carpet, Load Floor Area	Sportwagon	.80	12.20	15.[illegible]
P2	Carpet Savers	All	.37	5.67	7.37
P1	Carpet Savers and Handy Mats	All	.74	11.24	14.54
U6	Clock, Electric	Special Deluxe GS 350	.85	13.05	16.[illegible]
X3	Console: Nonoperating	Skylark Custom coupe, conv.; GS w/bucket seats...	1.60	24.40	31.60
B4	Operating	Skylark Custom, GS conv. or Sport coupe, Wildcat Custom Sport coupe, Riviera (auto. trans. and bucket seats req.)...	3.09	47.19	61.[illegible]
B7	Consolette	GS series w/bucket seats and floor shift	1.86	28.46	36.[illegible]
I7	Cooling, Heavy-Duty Fan driven [illegible] control, HD [illegible] and [illegible] (NA w. air cond.)	Special group	1.70	26.00	33.70
		Buick group	1.58	24.08	31.[illegible]
S6	Cruise Control	Special group (NA w/manual trans. V-8 req.)..	2.93	44.73	57.[illegible]3
		Buick group (NA w/manual trans.)	3.15	48.15	63.15
M7	Defroster: Rear Window	All ex. wagon, convertible	1.11	16.91	2[illegible].11
M9	Electric	Riviera	2.37	36.17	47.[illegible]7
G4	Differential, Positive Traction..	Special group	2.13	32.53	42.13
		Buick group (std. Riviera Gran Sport)	2.37	36.17	47.[illegible]
T2	Door Locks, Vacuum	All 2-door	2.39	36.59	47.[illegible]
		4-door Special group	3.40	52.00	67.40
		4-door Buick group	3.42	52.22	[illegible].42
A7	Engine V-8 350 Hi-Perf. w/4-bbl...	Special Deluxe (ex. wagon) and Skylark	7.98	121.95	157.98
		Special Deluxe wagon, Skylark, Sportwagon	2.39	36.59	47.[illegible]
		LeSabre, LeSabre Custom (NA w/manual transmission)...	2.37	36.17	47.37
E1	Exhaust, Dual	Wildcat, Electra	1.53	23.33	30.53

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THE NARCOR SYSTEM
AUTO CONSUMER SERVICE

BUICK
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
L1	Glass, Tinted: All Windows	Special group	1.97	29.97	38.97
		Buick group ex. Riviera	2.21	33.71	43.71
		Riviera	2.37	36.17	47.37
L2	Windshield Only	Special group	1.33	20.33	26.33
		Buick group	1.47	22.47	29.47
O4	Guards, Door	2-door	.27	4.07	5.27
		4-door ex. wagon	.46	6.96	8.96
27	Headrests, Left and Right	All ex. Electra, Riviera	.85	13.05	16.85
		Electra, Riviera	.90	12.90	17.00
N2	Horn, Four Note	Buick group	.79	12.09	15.79
H3	Level Control, Automatic	Buick group, Sportwagon (NA w/options H1, H2 or Riviera Gran Sport)	3.94	60.24	78.94
K2	Lights, Cornering	Buick group (NA w/man. trans.)	1.68	25.68	33.68
Y4	Luggage Locker w/Lock	Sportwagon	.64	9.74	12.64
Y3	Luggage Rack	Wagon	2.93	44.73	57.93
U7	Map Light	Electra, Riviera series	.21	3.21	4.21
O5	Mirror, Outside Left Remote Control	All	.53	8.03	10.53
...	Paint: Special	Special group	3.85	58.55	75.75
		Buick group	4.20	64.20	84.20
	Two-Tone	Special group ex. conv., wagon	1.57	23.97	31.07
		Buick group ex. conv., Riviera	2.21	33.71	44.21
		Wagon	1.08	16.48	21.38
	Radio:				
D1	Sonomatic w/Manual Antenna	Special group	3.51	53.76	69.51
		Buick group	4.41	67.41	88.41
D2	Sonomatic w/Electric Antenna	Buick group	5.85	89.89	[illegible]
		Special group ex. conv., wagon	5.05	77.25	[illegible]
D7	AM-FM w/Manual Antenna	Special group	6.76	103.26	[illegible]
D5	AM-FM w/Electric Antenna	Buick group	8.88	135.63	[illegible]
		Special group ex. conv., wagon	8.30	126.50	164.30
D4	AM-FM Stereo w/Electric Antenna	Buick group (incl. rear speaker)	13.39	204.69	265.39
D3	Stereo Tape Player	All (radio, rear speaker req.)	5.91	90.31	[illegible]
D6	Rear Speaker	Special group	.84	12.84	16.84
		Buick group	.84	12.84	16.84
...	Seats: Bench, Custom Vinyl	Special sedan	2.39	36.59	[illegible]
		Skylark coupe	3.99	60.99	[illegible]
	Bench, Notchback, Custom	Skylark Custom coupe, conv.	1.86	28.46	[illegible]
	Bench, Limited Trim	Electra Custom 4-door hardtop, Sport coupe	11.55	175.55	[illegible]
	Bucket Vinyl	LeSabre Custom, Wildcat coupe	6.30	96.30	[illegible]
	Strato Bench or Bucket	Riviera	8.40	128.40	[illegible]
	Strato Bucket	GS 400, Skylark Custom coupe, conv.	3.99	60.99	[illegible]
		GS 350	7.55	115.45	[illegible]
	60-40 Bench, 2-way Power	Electra Custom 4-door models, driver's side	5.25	80.25	[illegible]
Z2	Divided Rear	Special group wagon (std. 3 seat)	1.81	27.61	35.81
Q6	Padded Cushion, Custom (std. w/Bucket Seats)	Special Deluxe, Skylark, GS 350	.80	12.20	15.80
		LeSabre, LeSabre Custom, Wildcat	1.11	16.91	22.11
Q5	Power, Four-Way Tilt Adjuster	Special group ex. Deluxe sedan, coupe	3.72	56.92	[illegible]
		Buick group ex. Electra convertible	3.63	56.18	[illegible]
		Electra convertible	2.37	36.17	47.37
Q1	Power, Six-Way Bench	Buick group ex. Electra convertible ex. 60-40	4.99	76.29	[illegible]
		Electra convertible ex. 60-40	3.65	56.18	[illegible]
Q7		Electra w/60-40 seats ex. conv., driver's side	3.63	55.18	[illegible]
Q8		Electra w/60-40 seats ex. conv., both sides	8.67	132.49	173.67
1B	Reclining Passenger (incl. Headrests)	Skylark Custom ex. sedan, GS series w/bucket seats	1.58	24.08	31.15
1B		LeSabre Custom, Wildcat, Wildcat Custom coupe, conv., Electra 225 Custom conv., Riviera (Bucket seats req.)	1.58	24.08	[illegible]
1A		Riviera w/Strato bench seat	1.58	24.08	[illegible]
K3	Speed Alert	All (NA w/Electro Cruise Control)	.59	8.59	[illegible]
C6	Steering, Power	Special group	5.05	77.25	[illegible]
		LeSabre, LeSabre Custom	5.52	84.32	[illegible]
		Wildcat, Wildcat Custom	5.78	88.28	[illegible]

COP-SYSTEM
SUMER SERVICE

TOTAL COST	SUGGESTED RETAIL
0.07	38.97
3.71	44.71
6.17	47.37
0.33	26.33
22.47	29.47
4.07	5.27
6.96	8.96
13.05	16.85
12.90	17.90
12.09	15.79
60.24	78.94
25.68	33.68
9.74	12.64
44.73	57.93
3.21	4.21
8.03	10.53
58.85	76.25
64.20	84.20
23.97	31.07
33.71	44.21
16.48	21.38
53.76	69.51
67.41	88.41
89.88	117.08
77.25	100.05
03.26	133.76
35.68	177.68
26.90	164.30
04.69	268.39
90.31	116.91
12.84	16.64
12.84	16.84
36.59	47.39
60.99	78.99
28.46	36.86
76.55	231.55
96.30	126.30
128.40	168.40
60.99	78.99
115.45	149.55
80.25	105.25
27.61	35.81
12.20	15.80
16.91	22.11
56.92	73.72
56.18	73.68
36.17	47.37
76.29	99.99
56.18	73.68
56.18	73.68
132.49	173.67
24.08	31.18
24.08	31.58
24.08	31.58
8.99	11.59
77.25	100.05
84.32	110.52
89.28	115.78

THE NADCOR SYSTEM
AUTO-CONSUMER SERVICE

BUICK
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
X1	Steering Wheel: Deluxe	Special Deluxe ex. wagon, GS 350	.80	12.20	15.80
X4	Rallye	Special Deluxe ex. wagon, GS 350	2.32	35.42	45.82
		Wagon, Skylark series, GS 400, Sportwagon	1.60	24.40	31.60
S7	Tilt	All (std. Riviera)	2.29	34.99	45.29
U5	Tachometer	GS series w/console or consolette	2.39	36.59	47.39
F1	Tires: 7.75-14 Whitewall	Special group ex. Sportwagon (std. GS 400)	1.60	24.40	31.60
F1	8.25-14 Whitewall	Special Deluxe wagon	1.81	27.61	35.81
F3	8.25-14 Blackwall	Special group ex. Sportwagon, GS series	1.01	15.41	20.01
F2	8.25-14 Whitewall	Special group ex. Sportwagon, GS series	2.82	42.12	55.02
		GS 350	2.56	39.06	50.56
F3	8.25-14 Blackwall	GS 350	.74	11.34	14.74
F3	8.55-14 Blackwall	Special Deluxe wagon	.90	13.80	17.90
F1	8.55-14 Whitewall	Sportwagon	2.21	33.71	43.71
F4	8.55-14 Whitewall 8 PR.	Sportwagon	5.29	80.89	104.79
F1	8.55-15 Whitewall	Buick group ex. Electra (std. Riviera Gran Sport)	2.11	32.31	42.41
F1	8.85-15 Whitewall	Electra	2.35	35.85	47.05
F3	8.85-15 Blackwall	Buick group ex. Electra, Riviera	1.11	17.01	22.31
F2	8.85-15 Whitewall	LeSabre, Wildcat	3.46	52.86	69.26
F7	205R-14 Whitewall	Special group ex. wagon, Sportwagon, GS series	4.73	72.33	93.73
		Special Deluxe wagon	3.93	60.13	77.93
		GS 350	4.47	68.27	88.47
		GS 400	2.87	43.87	56.87
F7	225R-15 Whitewall	Buick group ex. Electra, Riviera Gran Sport	5.36	81.86	107.36
		Electra series	4.47	68.27	89.47
		Riviera Gran Sport	3.24	49.54	64.94
F8,-9	F70-14 Wide Oval Red or White Stripe	GS 400	1.60	24.40	31.60
F8,-9	H70-15 Wide Oval Red or White Stripe	Riviera Gran Sport	1.58	24.08	31.58
E9	Space Saver Spare	All ex. wagon, Riviera	.80	12.20	15.80
...	Top, Custom, Vinyl	Special Deluxe Sport Coupe, Skylark coupe and sport coupe, GS coupe and sport coupe	5.05	77.25	100.05
		LeSabre and Wildcat series ex. conv.	6.04	92.34	121.04
		Electra series ex. conv.	6.83	104.33	136.83
		Riviera	6.30	96.30	126.30
	Transmission:				
B3	4-speed Manual	GS series	9.80	149.80	184.80
B1	Super Turbine	Special group ex. V-8 engine	9.24	141.24	174.24
		Special group w/V-8 eng., LeSabre, GS 350	9.80	149.80	184.80
B5	Turbo Hydra-Matic 350	Special Deluxe coupe, Skylark Custom, GS 350, Sportwagon	10.92	166.92	205.92
B2	Turbo Hydra-Matic 400	GS 400, Wildcat	12.04	184.04	227.04
B9	3-speed Manual Floor Shift	GS 350	4.48	68.48	84.48
T1	Trunk Release, Automatic	Buick group	.74	11.24	14.74
K1	Twilight Sentinel	Electra series	1.58	24.08	31.58
V1	Wheel Covers: Deluxe	Special group, LeSabre (std. Custom)	1.06	16.26	21.06
V4	Super Deluxe	LeSabre	2.21	33.71	44.21
		LeSabre Custom	1.16	17.66	23.16
		Riviera	2.89	44.19	57.89
V3	Wire	GS series Sportwagon (NA w/disc brakes)	4.05	61.95	80.05
		LeSabre	3.94	60.24	78.94
		LeSabre Custom, Wildcat, Wildcat Custom	2.89	44.19	57.89
V2	Wheels: Chrome	Special group (NA w/disc brakes), Wildcat, Wildcat Custom, Riviera	4.79	73.19	94.79
V7	Super Sport	Special group	3.46	52.86	68.46
R1	Windows: Power	Special Deluxe wagon, Sportwagon, Skylark, GS series	5.32	81.32	105.32
		Buick group (std. Electra Custom conv.)	5.52	84.32	110.52
Z4	Power Tailgate	Wagon, Sportwagon	1.76	26.86	34.76
K4	Windshield Wipers, Recessed	Special Deluxe	.96	14.66	18.96
V5	Wood Grain Applique	Sportwagon	7.45	113.85	147.55
I9	Ventilation: Upper Level	Special group sedan, Deluxe coupe	.80	12.20	15.80
I2	Forced Upper Level	Special group sedan, Deluxe coupe	2.93	44.73	57.93
		Special group coupe, conv. ex. Deluxe	2.13	32.53	42.13
		Buick group ex. Riviera	2.10	32.10	42.10

THE HARCOS SYSTEM
AUTO-CONSUMER SERVICE

1969 CADILLAC

STANDARD EQUIPMENT

8 cyl 472 engine w 4 BBL carb., armrests, center, front and rear (front only on conv., Calais series, rear only on limousine), ashtrays, automatic level control (Fleetwood series), brakes, power, cigarette lighter, clock, electric, front seat adjustment, power [illegible], heater, instrument panel and sun visors, padded, lights, ash tray, back up, courtesy, glove box, luggage, trunk, engine compartment, reading, mirror, inside non-glare, outside remote control, reflectors, safety warning door panels, seat belts w retractors, steering, power, transmission, Turbo Hydra-Matic, visor vanity mirror, wheel discs, windshield washers and wipers (2 speed), window regulators, power, tires 9.00-15 (8.20-15 4-ply on Seventy-Five), shoulder belts. In addition Fleetwood Sixty Special sedan and Brougham have power operated ventilation windows. Fleetwood Eldorado has front disc brakes and power rear quarter vents. Fleetwood Seventy-Five has rear window defogger and right outside mirror.

CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
	CALAIS SERIES			
68247-G	Coupe	99.00	4976.52	5565.00
68249-N	Hardtop Sedan	99.00	5112.44	5741.00
	DE VILLE SERIES			
68347-J	Coupe	99.00	5159.52	5902.00
68369-L	Sedan	99.00	5339.24	6035.00
68349-B	Hardtop Sedan	99.00	5339.24	6035.00
68367-F	Convertible	99.00	5301.52	5905.00
	FLEETWOOD SERIES			
69347-H	Eldorado	99.00	5923.44	6792.00
68069-M	Sedan (Sixty Special)	99.00	5956.84	6880.00
68169-P	Brougham Sedan	99.00	6212.24	[illegible]
69723-R	Sedan (Seventy Five)	99.00	9065.36	10322.00
69733-S	Limousine (Seventy-Five)	99.00	9171.68	11060.00

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
K	Air Conditioner, Automatic Climate Control	All (std. "75" sedan, limousine)	25.75	393.25	515.75
C	Cruise Control	All	4.75	72.25	94.75
B	Defogger, Rear Window	All ex. convertible, "75" sedan, limo	1.35	20.10	26.35
G	Differential, Controlled	All ex. Eldorado	2.65	40.15	52.65
F	Floor Mats: F & R, Twin	All ex. Eldorado, "75"	.70	10.30	16.70
	F & R, One Piece	Eldorado	.80	12.20	19.80
	Front, Twin	"75" sedan, limousine	.45	6.45	10.45
L	Frame, License: Front or Rear	All	.30	4.14	6.20
O	Front and Rear	All	.60	8.28	12.00
E	Glass, Tinted, Soft Ray	All	2.65	40.15	52.65
D	Guards, Door Edge	2-door	.30	3.75	5.30
		4-door	.45	6.45	8.45
N	Harness, Shoulder: 2 Front	De Ville convertible	1.60	24.10	31.60
Z	2 Rear	All	1.60	24.10	31.60
U	Headlight Control, Guide-Matic	All	2.55	38.55	50.55
R	Headrests	All	.90	13.65	[illegible]
H	Horn, Auxiliary	All	.80	12.05	15.80
L	Level Control, Automatic	Calais, De Ville	3.95	60.20	78.95
M	Locks, Door, Power	Coupe, hardtop	3.45	52.20	68.45
		Sedan, hardtop ex. "75" sedan, limo	3.45	52.20	68.45
		"75" sedan, limousine	5.80	88.30	115.80
	Paint, Firemist	All	6.60	100.35	131.00
3	Radio: AM	All	8.10	123.00	[illegible]
2	AM FM	All	9.40	143.65	[illegible]
1	AM-FM Stereo	All (NA "75" sedan, limousine)	14.40	219.50	[illegible]
4	AM, Rear Control	"75" sedan, limousine	12.10	184.00	[illegible]
	Roof: Vinyl	De Ville	7.65	116.40	[illegible]
	Vinyl Padded	Eldorado	7.90	120.40	[illegible]
Y	Seat Adjuster: 4 way Bucket (Driver)	Eldorado	2.65	40.15	52.65
	6 way Bench	Calais	5.80	88.30	[illegible]
		De Ville, Fleetwood series ex. "75" limo	4.50	68.25	[illegible]
Y	6 way Driver's	W/dual comfort seat	4.50	68.25	[illegible]
V	6 way Passenger	W/dual comfort seat	5.80	88.30	[illegible]
B	Seats: Bucket w/Console	Eldorado (leather upholstery req.)	[illegible]	[illegible]	[illegible]
S	Dual Comfort	De Ville ex. sedan, Fleetwood sedan	5.25	[illegible]	[illegible]
A	Seat Warmer, Front	All ("75" sedan, limousine rear only)	4.75	72.25	94.75

CADILLAC
1969 ACCESSORIES

THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Q	Steering Wheel, Tilt & Telescope	All	4.75	72.25	94.75
W	Tires: 9.00 15 whitewall	All ex. "75" sedan and limousine	2.85	43.35	56.85
	8.20 15 whitewall	"75" sedan, limousine	3.15	48.15	63.15
WT	High Mileage HD whitewall	Eldorado	4.15	63.40	83.15
S	Trunk Lock, Remote Control	All	2.65	40.15	52.65
J	Twilight Sentinel	All ex. Eldorado	1.60	24.10	31.60
		Eldorado	1.85	28.10	36.85
...	Upholstery: Leather	De Ville ex. convertible, Sixty Special sedan & Brougham sedan	6.90	105.15	137.90
		Eldorado	7.90	120.40	157.90
	Expanded Vinyl	Calais series	2.10	32.10	42.10

A 500

COR-SYSTEM
SUMER SERVICE

TOTAL COST	SUGGESTED RETAIL
72.25	94.75
3.35	56.85
8.15	63.15
3.40	83.15
0.15	52.05
4.10	31.60
8.10	36.85
5.15	137.90
0.40	157.90
2.10	42.10

THE-HARCOR-SYSTEM
AUTO-CONSUMER SERVICE

1969 CHEVROLET

STANDARD EQUIPMENT

Standard Equipment on All Chevrolet Passenger Car Lines: Anti-theft column-mounted ignition, steering and transmission lock (except Corvair); front and rear seat belts with front retractors (all closed cars); shoulder belts; four-way hazard warning flasher; windshield washers and 2-speed wipers; back-up lights; side marker lights; outside rearview mirror; passenger guard door locks; heater and defroster; foam cushioned front seat; folding seat back latches.

(CONTINUED ON PAGE 16)

GROUP	CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
CORVAIR		500 SERIES			
	10137	Coupe, Sport	72.00	1943.95	2314.00
		MONZA SERIES			
	10537	Coupe, Sport	72.00	2160.45	2578.00
	10567	Convertible	77.00	2257.98	2702.00
NOVA		NOVA SERIES 4-cyl.			
	11169	Sedan	75.00	1951.43	2326.00
	11127	Coupe	75.00	1926.75	2296.00
		NOVA SERIES 6-cyl.			
	11369	Sedan	75.00	2015.37	2404.00
	11327	Coupe	75.00	1990.69	2374.00
CAMARO					
	12337	Coupe, Sport	83.00	2255.31	2704.00
	12367	Convertible	90.00	2430.74	2925.00
CHEVELLE		NOMAD SERIES			
	13135	Wagon	90.00	2279.80	2741.00
		300 DELUXE SERIES			
	13369	Sedan	83.00	2132.29	2554.00
	13327	Coupe: 2-door	83.00	2107.61	2524.00
	13337	Sport	83.00	2159.21	2587.00
		GREENBRIER SERIES			
	13335	Wagon, 2-seat	90.00	2370.85	2852.00
		MALIBU SERIES			
	13569	Sedan: 4-door	83.00	2197.04	2633.00
	13539	4-door Sport	83.00	2263.04	2735.00
	13537	Coupe, Sport	83.00	2224.94	2667.00
	13567	Convertible	90.00	2388.05	2873.00
		CONCOURS			
	13536	Wagon, 2-seat	90.00	2495.49	3004.00
	13836	Estate, V-8, 2-seat	90.00	2677.59	3220.00
CHEVROLET		BISCAYNE SERIES			
	15311	Sedan: 2-door	90.00	2149.73	2719.00
	15369	4-door	90.00	2182.53	2760.00
	15336	Wagon, Brookwood	95.00	2477.65	3142.00
		BEL AIR SERIES			
	15511	Sedan: 2-door	90.00	2227.88	2818.00
	15569	4-door	90.00	2260.68	2860.00
	15536	Wagon, Townsman, 2-seat	95.00	2608.65	3310.00
		IMPALA SERIES			
	16369	Sedan: 4-door	90.00	2357.77	2984.00
	16339	4-door Sport	90.00	2412.36	3054.00
	16337	Coupe: Sport	90.00	2370.09	3000.00
	16447	Custom V-8	90.00	2493.59	3159.00
	16467	Convertible V-8	95.00	2631.18	3330.00
	16436	Wagon, Kingswood V-8, 2-seat	95.00	2702.63	3430.00
		CAPRICE SERIES V-8			
	16639	Sedan	90.00	2697.55	3419.00
	16647	Coupe	90.00	2657.05	3367.00
	16636	Wagon, Kingswood Estate, 2-seat	95.00	2869.17	3643.00
ADD FOR STANDARD V-8 ENG. (6 cyl. only):					
		NOVA, CHEVELLE		73.85	90.00
		CAMARO		86.00	105.00
		CHEVROLET		83.00	105.00
ADD FOR 3-SEAT WAGON				88.39	113.00
ADD FOR Tailgate, Dual Action				34.40	42.00

Standard V-8 engine: Nova, Chevelle, 200 h.p. Turbo-Fire 307 engine; Camaro, 210 h.p. Turbo-Fire 327 engine; Chevrolet, 235 [illegible]

For V-8 model codes add 100 to 6-cylinder code shown (11369 becomes 11469)

Factory suggested dealer preparation and make ready charge: Corvair, Nova, Camaro, Chevelle, $25.00; Chevrolet, $40.00

CHEVROLET
1969 ACCESSORIES

THE NARCOR SYS
AUTO-CONSUMER SER

CORVAIR

500 Series: 6 cyl. 95 h.p. engine, 7.00-13 tires, cigarette lighter, vinyl trim, front door armrests, floor mats, foam cush seat, instrument panel ash tray, dome light (ex. convertible), luggage compartment mat.

Monza Series: All of the above, plus: front bucket seats, carpets, glove box light, folding rear seat (ex. convertible), courtesy light switches, instrument panel trim plates, wheel covers.

NOVA

6 cyl. 230 engine, 7.35-14 tires, glove box light, courtesy lights, cigarette lighter, front armrests, cloth and vinyl interior, floor covering. (4 cyl. is 153 engine, 90 h.p.)

CAMARO

6 cyl. 230 engine, E78-14 tires, front bucket seats, vinyl trim, carpets, front armrests, rear armrests with ash trays vertible, cigarette lighter, front door courtesy light switches, dome light (ex. convertible).

CHEVELLE

300 Deluxe Series: 6 cyl. 230 engine, 7.35-14 tires, cigarette lighter, front and rear armrests, vinyl coated rubber floor foam-cushioned front seat, automatic front door dome light switches.

Nomad, Greenbrier Series: All of the above, plus: all-vinyl interior, 7.75-14 tires.

Malibu Series: All of the above, plus: convertible and sport sedan with 8 cyl. 327 engine have 7.75-14 tires, luggage ment mat, body side moulding, carpets, glove box light, convertible has door courtesy light switches, conver wagon have vinyl interior, Hide-A-Way windshield wipers.

Concours: All of the above, plus: deluxe vinyl interior, wheel opening mouldings, two-way tailgate. Power rear window on 3 wagon. Estate has wood-vinyl side panels.

CHEVROLET

Biscayne Series: 6 cyl. 250 engine, 8.25-14 tires (wagons, 8.55-14), foam cushioned front seat, front and rear armrests trays in rear armrests), carpets, cigarette lighter, wagon has vinyl trim.

Bel Air Series: All of the above, plus: glove compartment light, automatic front door dome-light switches, 3-seat wagon has 8.85-14 tires and power tailgate window.

Impala Series: All of the above, plus: luggage compartment light on sedans and coupes, rear foam-cushion seat. Sport cou has Strato-bucket seats or Strato-Bench front seat, vinyl trim.

Caprice Series: All of the above, except front bench seat with fold down armrest; automatic rear door courtesy light switches plus: 8 cyl. 307 engine, electric clock, ash tray light.

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
GRP1	**Appearance Guard Group** Front and rear floor mats, front bumper guards, door edge guards (NA Caprice Custom, Concours, Nova wagons), rear bumper guards (NA wagons), visor vanity mirror.	Corvair	2.05	29.41	33.0
		Nova, 2-door	2.35	34.27	44.
		Nova, 4-door	2.50	36.70	47.
		Camaro w/o spec. rear springs or bumper	2.35	34.27	44.
		Camaro w/spec. rear springs or bumper			
		Camaro w/spec. rear springs & bumper	1.05	14.73	19.0
		Chevelle & Chevrolet, 2 door models	2.65	39.13	50.
		Chevelle & Chevrolet, 4 door ex. wagons	2.80	41.56	53.
		All wagons ex. Concours & Caprice	2.00	29.36	38.
		Concours & Caprice wagons	1.60	23.64	30.
ZJ9	**Auxiliary Lighting Package** Includes two or more of the following lights: 1. courtesy, 2. underhood, 3. front fender, 4. ash tray, 5. luggage, 6. glove compartment, 7. ignition switch, 8. map, 9. seat belt, 10. door ajar, 11. low fuel warning	Monza conv., Camaro conv., w/cust. int. Chevelle conv. (Incl. 2,4 & 5)	.35 .65	5.29 9.30	6. 12.1
		Concours wagons (Incl. 1,2 & 4)	.70	10.58	13.7
		Camaro conv. w/o cust. int. (Incl. 2,4,5 & 6)	.50	7.34	9.5
		Nova w/cust. int., Monza Sport coupe, Camaro Sport coupe w/cust. int.	.60	8.58	11.10
		Malibu sedans, Sport coupe, SS396 Sport coupe (Incl. 1,2,4 & 5)	.85	12.63	16.3
		Nomad, Greenbrier wagons (Incl. 1,2,4 & 6)	1.20	12.98	16.70
		Nova w/o cust. int., Corvair 500 & Camaro Sport coupe w/o cust. int. (Incl. 1,2,4,5 & 6)	.70	10.58	13.7
		Chevrolet conver. (Incl. 2,3 & 4), Kingswood	.40	6.10	7.
		Impala coupes, sedans & wagons, Bel Air wagons (Incl. 1,2,3 & 4)	.65	9.39	12.
		Bel Air sedans (Incl. 1,2,3,4 & 5) Biscayne wagons (Incl. 1,2,3,4,6 & 7)	.75	11.30	14.
		Biscayne sedans (Incl. 1,2,3,4,5,6,7,8,9,10 & 11)	.90	13.44	17.
		300 Deluxe	1.00	14.68	19.

ARCOR-SYSTEM
ONSUMER SERVICE

ts, foam cushion front

onvertible), front door

d vinyl interior, rubber

with ash trays on con-

ated rubber floor mat,

ires; luggage compart-
tches, convertible and

rear window on 3-seat

ind rear armrests (ash

hes, 3-seat wagon has

hion seat. Sport coupe

ourtesy light switches,

TOTAL COST	SUGGESTED RETAIL
29.41	38.05
34.27	44.35
36.70	47.50
34.27	44.35
14.73	19.05
39.13	50.65
41.56	53.80
29.36	38.00
23.64	30.60
5.29	6.85
9.39	12.15
10.58	13.70
7.34	9.50
8.58	11.10
12.63	16.35
12.98	16.70
10.58	13.70
6.10	7.90
9.39	12.15
11.39	14.75
13.44	17.40
14.68	19.00

THE NARCOR-SYSTEM
AUTO-CONSUMER SERVICE

CHEVROLET
1969 STANDARD EQUIPMENT

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TAX (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Z27	Camaro SS Package Special [illegible] steering wheel, black accented grille [illegible], special [illegible] F70-14 tires [illegible], bright engine accents [illegible]	Camaro	14.95	228.51	295.95
Z25	Chevelle SS396 Package	Chevelle coupe or conv.	17.00	268.40	347.60
Z28	Camaro Z28 Package 8-cyl. [illegible] special front & rear suspension [illegible] tires [illegible] 4 speed [illegible] power front disc brakes. Positraction [illegible]	Camaro 8-cyl. Sport coupe	23.15	353.75	458.15
ZJ6	Concours Trim Package Body [illegible] wood grain steering wheel shroud, front & rear padded armrests [illegible]	Chevelle Malibu 4-door Sport sedan	6.65	101.65	131.65
ZJ2	Custom Exterior Side, upper & [illegible] moldings (sedan), upper, [illegible] window moldings (coupe), [illegible] panel	Nova sedan	4.00	61.00	79.00
		Nova coupe	4.95	75.03	97.35
Z87, ZJ1, A51	Custom Interior Special seat & sidewall trim [illegible] instrument panel trim & molding (Camaro), [illegible] deluxe steering wheel [illegible] rearview mirror support, front door light switches, bright dome light bezel, [illegible] insulation, hood insulator	Camaro; Nova w/full width seat	5.60	85.40	110.60
		Nova coupe w/bucket seats	11.75	178.95	231.75
ZQ1	Decor Group Includes one or more of the following items: 1. [illegible] 2. [illegible] & window [illegible] moldings, 3. rear fender skirts, 4. wheel covers.	Biscayne, Bel Air ex. wagons	3.80	57.00	73.80
		Biscayne, Bel Air, Concours wagons (incl. 1, 2, 4)	2.45	35.65	47.45
		Impala ex. wagons; Greenbrier, Nomad			
		Kingswood wagon (incl. 4)	2.70	40.70	52.70
		Caprice ex. wagons			
ZJ5	Exterior Decor Package Side & upper [illegible] (sedan). Side & window moldings (coupe).	Nova sedan	1.10	16.30	21.10
		Nova coupe	1.60	24.40	31.60
Z24	Impala SS427 Package 427 eng., special [illegible] ornamentation, suspension [illegible] wheels, G70-15 tires, power front disc brakes.	Impala coupes, conv.	2.15	32.55	42.15
L72			2.70	40.70	52.70
			21.35	325.11	422.35
U14, U17	Instrumentation, Special Ammeter, [illegible] engine temp., fuel [illegible] gauges, tachometer, clock (ex. Caprice)	Chevelle, Camaro, Nova ex. wagons	4.80	73.20	94.80
Z21	Molding Package Bright [illegible] front valance, rocker panel, roof drip molding	Impala ex. wagon, 4-door sedan	1.90	28.50	35.90
		Impala wagon	1.80	26.83	34.80
		Impala 4 door sedan	2.40	36.60	47.40
Z26	Nova SS 8-cyl. 350 or 396 engine, deluxe steering wheel, special hood ornaments, black accented grille & rear deck [illegible] hood insulation, special suspension, power front disc brakes, "SS" emblems, E70-14 Red Stripe tires on 7" rims	8-cyl. Nova coupe	14.20	216.35	280.20
ZQ2	Operating Convenience Group Electric clock [illegible] instrumentation), [illegible] mirror, rear window defroster (ex. Corvair conv.).	Sedans and coupes w/o spec. instrumentation ex. Caprice	2.50	37.46	48.50
		Sedans, coupes w/spec. instrumentation & Caprice	1.70	25.26	32.70
		Conv. wagon w/o spec. instrumentation ex. Caprice wagon	3.00	45.56	59.00
		Conv. (ex. Corvair), wagon w/spec. instrumentation & Caprice wagon	2.20	33.35	43.20
		Corvair convertible	1.35	20.35	26.35
Z22	Rally Sport Package Bright [illegible] body side paint stripes, [illegible] side moldings, belt reveal molding, front [illegible] concealed headlights, rear valance [illegible] deluxe steering wheel, headlamp washer system. Coupe also has bright [illegible] drip molding	Camaro	6.65	101.65	131.65
Z23, ZJ3	Special Interior Group Incl. w/custom interior. Bright trimmed [illegible] deluxe steering wheel, wood grained instrument panel & [illegible] on instrument cluster, front door light switches [illegible] steering [illegible]	Camaro	.95	13.87	17.95
		Nova	.80	12.20	15.80
Z21	Style Trim Group [illegible] front and rear wheel [illegible] body side paint stripes [illegible] headlamp bezels [illegible] (Incl. w/Rally Sport Pkg.)	Camaro convertible	1.90	28.50	36.90
		Camaro coupe	2.40	36.60	47.40

CHEVROLET
1969 ACCESSORIES

THE·NADCOR·SYSTEM
AUTO·CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
F40	Suspension, Heavy Duty Front and Rear Special front and rear springs, special front and rear shock absorbers. 6 cyl. Nova has front stabilizer shaft	Chevrolet ex. wagon; Nova; Chevelle w/cpt. V 8 eng.	.30	4.10	5.30
		Chevrolet ex. wagon, Chevelle w/std. eng.	.90	13.06	16.90
F41	Suspension, Special Performance Same as F40 plus special front and rear stabilizers and 14x6JK wheels (NA Camaro, Corvair)	Corvair, 8-cyl. Camaro, Nova (NA Z28 or SS pkgs.)	.55	8.15	10.55
K45	Air Cleaner: Heavy Duty Oil Bath	Chevrolet 8 cyl.	1.15	17.11	22.15
		Chevrolet 6 cyl. (NA w/G66/G67)	.30	4.10	5.30
K47	Pre-Oil Bath	Corvair	.35	4.91	6.35
C60	Air Conditioning: Four Season Incl. HD battery, HD radiator & temp. controlled fan. 7.75 or F70-14 tires req. on Chevelle exc. 4-sedan w/375 h.p. eng. [illegible] w/307 eng. NA w/[illegible], 375 h.p. or 302 eng. or 425 h.p. eng.	Nova (NA 4-cyl.)	18.40	280.60	363.40
		Chevelle, Camaro	19.00	290.32	376.00
		Chevrolet	19.45	296.85	384.45
C75	Comfortron Same as Four Season plus auto. temp. control	Chevrolet	23.45	357.85	463.45
C51	Air Deflector, Rear Window	Wagon	1.00	14.68	19.00
U73	Antenna, Rear, Manual	All ex. Nova, wagon (NA AM-FM radio)	.55	8.15	10.55
G80,81	Axle, Positraction Rear	All	2.15	32.55	42.15
AXL1-2	Axle Ratios (other than std.)	All	.15	1.67	2.15
T60	Battery, Heavy Duty, 70 amp.	All	.45	6.53	8.45
A39	Belts: Seat, Deluxe Front & Rear	Convertible w/bench seat	.55	8.15	10.55
		Convertible w/bucket seats	.50	6.96	9.00
ZK3	W/Front Shoulder Belts	All ex. convertible	.70	10.68	13.70
AS1	Shoulder, 2 Front	Convertible w/standard seat belts	1.20	17.92	23.20
A85	2 Front Deluxe	Convertible w/deluxe seat belts	1.35	20.35	26.35
AS5	2 Rear	All w/standard seat belts	1.20	17.92	23.20
AS4	2 Rear Deluxe	All w/deluxe seat belts	1.35	20.35	26.35
J50	Brakes: Power (NA 4 cyl., Corvair)	All w/drum-type brakes	2.15	32.55	42.15
J50, 52	Power Disc-Type	All ex. Chevrolet, Corvair	3.25	49.61	64.25
JL8	4-Wheel Disc-Type	Camaro (Incl. pwr. assist & 15" wheels & tires)	TO BE ANNOUNCED		
VE3	Bumper, Special Front (body color)	Camaro	2.15	32.55	42.15
B39	Carpet, Load Floor Area	Chevrolet Caprice and Impala wagon	2.70	40.70	52.70
V55	Carrier, Luggage	Wagon	2.70	40.70	52.70
U35	Clock, Electric	All (incl. w/U14 or U17, std. Caprice)	.80	12.20	15.90
MA6	Clutch, Heavy-Duty	Camaro, Nova, Chevelle	2.40	36.60	47.40
		Chevrolet	2.70	40.70	52.70
D55	Console (Bucket seats req.)	Chevelle Malibu Sport coupe, conv. (incl. rear courtesy light, NA overdrive); Nova coupe (NA 295- or 325 h.p. eng. w/man. trans.); Camaro (NA Z28)	2.75	41.51	53.75
L89	Cylinder Heads, Aluminum	Chevelle SS396	32.75	500.15	647.75
		Camaro SS396	35.95	548.95	710.95
C50	Defogger, Rear Window: Blower Type	All ex. conv., wagons & C06)	1.15	17.11	22.15
C49	Electric Type	Chevrolet Impala & Caprice Cust. coupe	1.65	25.21	32.65
L62	Engines: 6 cyl. 164, 110 h.p.	Corvair	TO BE ANNOUNCED		
L63	140 h.p.	Corvair	1.35	20.35	26.35
L22	6-cyl. 250, 155 h.p.	Camaro, Chevelle, Nova	4.00	61.00	79.00
	(In addition to Standard V-8)		1.35	19.00	26.35
LM1	8-cyl. 350, 255 h.p.	Chevrolet, Camaro	2.70	40.70	52.70
		Chevelle, Nova	3.50	52.90	68.50
L48	300 h.p.	Chevrolet	2.70	40.70	52.70
		Chevelle	3.50	52.90	68.50
L66	8-cyl. 396, 265 h.p.	Chevrolet	3.50	52.90	68.50
L35	325 h.p.	Camaro SS	3.20	48.80	63.20
L34	350 h.p.	Chevelle SS396	6.15	93.55	121.15
		Nova SS, Camaro SS	9.35	142.35	184.35
L78	375 h.p.	Chevelle SS 396	12.80	195.20	252.80
		Nova SS, Camaro SS	16.00	244.00	316.00
LS-1	8 cyl. 427, 335 h.p.	Chevrolet	8.25	126.05	163.25
L36	390 h.p.	Chevrolet (incl. w/Impala SS427 option)	12.00	183.00	237.00

COR·SYSTEM
ER SERVICE

[illegible] COST	[illegible] RETAIL
4.10	5.30
13.06	16.90
8.15	10.55
7.11	22.15
4.10	5.30
4.91	6.35
0.60	363.40
0.32	376.00
6.85	384.45
7.85	463.45
4.68	19.00
8.15	10.55
2.55	42.15
1.67	2.15
6.53	8.45
8.15	10.55
6.96	9.00
0.58	13.70
7.92	23.20
0.35	26.35
7.92	23.20
0.35	26.35
2.55	42.15
9.61	64.25
ANNOUNCED.	
2.55	42.15
0.70	52.70
0.70	52.70
2.20	15.80
6.00	47.40
0.70	52.70
1.51	53.75
0.15	647.75
8.95	710.95
7.11	22.15
5.21	32.65
ANNOUNCED.	
0.35	26.35
1.00	79.00
0.00	26.35
0.70	52.70
2.90	68.50
0.70	52.70
2.90	68.50
2.90	68.50
3.80	63.20
3.55	121.15
2.35	184.35
1.20	252.50
2.00	316.00
6.05	163.25
3.00	237.00

THE·HARCOR·SYSTEM
AUTO-CONSUMER SERVICE

CHEVROLET
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible] (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Engines, Cont'd.				
L72	8 cyl. 427, 425 h.p.	Chevrolet w/SS427	9.35	142.35	184.35
		Chevrolet w/o SS427	22.65	345.55	447.65
N10	Exhaust, Dual	8 cyl.	1.55	23.55	30.55
K02	Fan, Radiator, Temp.-Controlled	Chevrolet, 8 cyl. Chevelle, Camaro (incl. w/air cond. or 375 h.p., 425 h.p. eng.)	.80	12.20	15.80
T58	Fender Skirts, Rear	Chevrolet ex. wagon (incl. w/Decor group. NA w/disc brakes or 6JK wheels or N95, N96, PA2, PO2, 717 wheel covers)	1.60	24.40	31.60
K79	Generator: 42-amp. Delcotron	All ex. Corvair (incl. w/air cond. on Nova, NA w/air cond. on others)	.55	8.15	10.55
K85	63-amp. Delcotron	All w/o air conditioning ex. Corvair	1.35	20.35	26.35
		All w/air conditioning ex. Nova, Corvair	.30	4.10	5.30
A01	Glass, Tinted, All Windows	Corvair, Nova, Camaro	1.65	25.21	32.65
		Chevelle	1.90	28.50	36.90
		Chevrolet	2.15	32.55	42.15
V31	Guard: Bumper: Front	Corvair (incl. w/ZP5)	.50	7.34	9.50
		Camaro, Nova (incl. w/ZP5)	.65	9.77	12.65
		Chevelle, Chevrolet (incl. w/ZP5)	.80	12.20	15.80
V32	Rear	Chevelle, Chevrolet ex. wagon (incl. w/ZP5)	.80	12.20	15.80
		Corvair (incl. w/ZP5)	.50	7.34	9.50
		Camaro, Nova (incl. w/ZP5)	.65	9.77	12.65
B93	Door Edge	2-door (incl. w/ZP5)	.25	3.29	4.25
		4-door (incl. w/ZP5, NA Concours, Estate wagon)	.40	5.72	7.40
CE1	Headlight Washer	All ex. Corvair (incl. w/T83, Camaro RS pkg.)	.80	12.20	15.80
T83	Headlights, Retractable Cover	Chevrolet Caprice (incl. headlight washer)	4.00	61.00	79.00
A81	Headrests, Strato-Ease (Dual)	All ex. Nova, Corvair	.90	13.06	16.90
A82		Nova, Corvair	.80	12.20	15.80
K05	Heater, Engine Block	All	.55	8.15	10.55
U05	Horn: Dual	Nova	.30	4.10	5.30
U46	Light Monitoring System	Camaro, Chevelle, Chevrolet	1.35	20.35	26.35
A93	Lock: Power Door	Chevrolet, Chevelle 2-door	2.30	34.00	44.00
		Chevrolet, Chevelle 4-door	3.50	52.90	68.50
P19	Spare Wheel	All (NA Corvair conv. w/L63 engine)	.30	4.10	5.30
A96	Stowage Compartment	Chevrolet 2-seat wagon	.55	8.15	10.55
B37	Mats: Floor	All (incl. w/appearance guard group)	.60	8.96	11.60
B34	Heavy-Duty: Front	Chevrolet Bel Air, Biscayne	.15	1.67	2.15
D33	Mirror: Outside LH Remote Control	All (incl. w/operating convenience group)	.55	8.15	10.55
D34	Visor Vanity	All	.20	2.48	3.20
B84	Molding: Body Side	Nova ex. sedan w/cust. ext. (incl. w/ext. decor. pkg.)	1.50	22.73	29.50
		Chevrolet Biscayne	1.35	20.35	26.35
BX4		Chevelle (NA SS396 or Concours Estate Wagon)	1.35	20.35	26.35
B90	Door and Window Frame	Chevrolet Biscayne, Bel Air sedan	1.10	16.30	21.10
		Chevrolet Biscayne, Bel Air wagon	1.35	20.35	26.35
		Nova sedan	1.35	20.35	26.35
B80	Roof Drip	Chevrolet Biscayne, Impala 2-door & 4-door sedans	.60	8.96	11.60
		Chevrolet Biscayne, Impala wagons	.90	13.06	16.90
B90	Side Window	Chevelle 300 Deluxe 2-door coupe	1.10	16.30	21.10
		Chevelle 4-door sedan, wagon ex. Nomad; Nova sedan	1.35	20.35	26.35
		Chevelle Nomad wagon (incl. rear quarter windows)	1.60	24.40	31.60
	Paint: Solid Color (Monaco Orange, Daytona Yellow)	Chevelle SS396	2.15	32.55	42.15
	Two-Tone	All ex. Camaro	1.20	17.92	23.20
		Camaro Sport coupe	1.60	24.40	31.60
V01	Radiator, Heavy Duty	4 cyl.	.30	4.10	5.30
		6 cyl. and 8 cyl. (incl. w/air cond., NA Camaro w/302 or 396 eng.)	.75	11.39	14.75
	Radio: (incl. Front Antenna)				
U63	AM Pushbutton	All	3.10	47.18	61.10
U69	AM/FM Pushbutton	All	6.80	103.32	[illegible]
U79	AM/FM Stereo, Pushbutton	All	12.10	184.62	239.10

[illegible]

CHEVROLET
1969 ACCESSORIES

THE NADCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOB (EXCISE)	TOTAL COST	SUGGESTED RETAIL
C08	Roof Cover, Vinyl	Camaro	4.30	65.10	84.30
		Nova	4.00	61.00	79.00
		Chevelle ex. conv., wagon	4.55	69.15	89.55
		Chevrolet hardtop	5.10	77.30	100.10
A67	Seat: Folding Rear	Corvair 500	1.60	24.40	31.60
		Camaro	2.15	32.55	42.15
A75	Heavy Duty: Front	Chevrolet 2-door Biscayne, Bel Air	1.30	19.54	25.30
		Chevrolet 4-door Biscayne, Bel Air	.65	9.77	12.65
A76	Rear	Chevrolet Biscayne, Bel Air sedans	.35	4.91	6.35
A42	6-Way Bench	Chevrolet ex. Biscayne (NA w/4-speed trans.)	5.10	77.30	100.10
A53	Strato Bench, Cloth	Chevrolet Caprice sedan & coupe	5.90	89.50	115.90
A51	Strato Bucket	Chevelle Malibu & SS 396 Sport coupe or conv.	6.15	93.55	121.15
		Caprice coupe	8.55	130.15	168.55
B55	Seat Cushion, Deluxe Front	Chevrolet Biscayne, Bel Air	.40	5.72	7.40
M11	Shift Lever, Floor Mtd.	Camaro w/std. 3-speed trans.; 8 cyl. 350 eng. (Camaro), 8-cyl. 307 or 327, 275 h.p. engine (Nova)	.55	8.15	10.55
G66	Shock Absorber, Rear: Superlift	Chevrolet	2.15	32.55	42.15
G67	Superlift Auto. Level Control	Chevrolet	4.55	69.15	89.55
U80	Speaker, Rear Seat	All (NA w/stereo)	.70	10.20	13.20
K30	Speed and Cruise Control	8-cyl. Camaro, Chevelle, Chevrolet (Powerglide or Turbo Hydra-Matic req.)	2.95	44.75	57.95
U15	Speed Warning Indicator	All	.60	8.96	11.00
D80	Spoiler	Camaro	1.65	25.21	32.65
G31	Springs, Special Rear	Camaro	1.05	15.49	20.05
N40	Steering: Power	Camaro	4.80	73.20	94.80
		Nova ex. 4-cyl.	4.55	69.15	89.55
		Bel Air, Biscayne, Chevelle ex. SS396	5.10	77.30	100.10
		Caprice, Impala, Chevelle SS396	5.35	81.35	105.35
N44	Special (16:1 ratio)	Corvair, Camaro	.80	12.20	15.80
N36	Steering Shaft, Adjustable	Corvair	2.15	32.55	42.15
N33	Steering Wheel: Comfortilt	Camaro, Chevelle, Chevrolet (NA w/auto. trans. or floor mtd. shift)	2.30	34.98	45.30
N34	Sports-Styled	All	1.80	26.88	34.80
U57	Stereo Tape Player (Console req. on Camaro w/air cond.; NA Chevrolet w/rear window defroster.)	All ex. Corvair	6.80	103.32	133.80
D96	Striping: Accent	Camaro (incl. w/RS pkg.)	.80	12.20	15.80
		Chevelle SS396	1.35	20.35	26.35
D90	Sport	Camaro (incl. w/SS pkg. NA w/Z28, DX1)	1.30	19.54	25.30
DX1	Front Fender & Hood	Camaro (NA w/Z28 or SS pkg.)	1.30	19.54	25.30
P54	Tires: 7.00-13 Whitewall	With 7.00-13 blackwall as standard	1.20	21.72	28.20
P58	7.35-14 Whitewall	With 7.35-14 blackwall as standard	1.45	25.77	33.45
PK8	E78-14 Whitewall	With E78-14 blackwall as standard	2.10	24.90	32.10
PW8, PW7	F70-14 Special W/RSW	With 7.35-14 blackwall as std.	5.30	56.22	72.80
		With E78-14 as standard	2.60	48.20	62.60
PY4/5	F70-14 W/RSW Belted	With 7.35-14 blackwall as standard	6.35	76.27	98.35
		With F70-14 blackwall as standard	1.25	20.25	26.25
		With E78-14 blackwall as standard	3.60	68.20	88.60
	7.75-14 Blackwall	With 7.35-14 blackwall as standard	.80	11.44	14.80
P65	7.75-14 Whitewall	With 7.35-14 blackwall as standard	2.20	37.16	48.20
P62		With 7.75-14 blackwall as standard	1.45	25.77	33.45
PW8, PW7	F70-14 Special W/RSW	With 7.75-14 blackwall as standard	4.55	44.83	57.55
P74	8.25-14 Dual Whitewall	With 8.25-14 blackwall as standard	1.50	27.34	35.50
P77	8.25-14 Whitewall	With 8.25-14 blackwall as standard	1.75	31.39	40.75
PQ6	8.25-14 Blackwall Spl.	With 8.25-14 blackwall as standard	.50	11.90	15.50
PQ7	8.25-14 Whitewall Spl.	With 8.25-14 blackwall as standard	2.00	39.24	51.00
PX5	F78-14 Blackwall Belted	With 7.35-14 blackwall as standard	4.45	41.69	53.45
		With 7.75-14 blackwall as standard	3.70	30.30	35.70
PX6	F78-14 Whitewall Belted	With 7.35-14 blackwall as standard	5.80	67.36	86.80
		With 7.75-14 blackwall as standard	5.05	55.97	72.05
PX6/7	F70-14 Red Stripe or WSW	With 7.35-14 blackwall as standard	4.00	38.20	49.00
PK9/	F70-14 R/S W Belted	With 7.35-14 blackwall as standard	4.90	58.10	74.90
PL1		With F70-14 Red Stripe as standard	.90	19.90	25.90
PL5	F70-14 w/White Letters	With 7.35-14 blackwall as standard	5.15	56.07	72.15
		With 7.75-14 blackwall as standard	4.35	44.63	57.75
		With E78-14 blackwall as standard	3.05	48.65	63.05
PK1	G78-14 Blackwall Belted	With 8.25-14 blackwall as standard	3.35	29.95	38.35

OR-SYSTEM
MER SERVICE

OTAL COST	SUGGESTED RETAIL
5.10	84.30
1.00	79.00
9.15	89.55
7.30	100.10
4.40	31.60
2.55	42.15
9.54	25.30
9.77	12.65
4.91	6.35
7.30	100.10
9.50	115.90
3.55	121.15
0.15	105.55
5.72	7.40
8.15	10.55
2.55	42.15
9.15	89.55
0.20	13.20
4.75	57.95
8.96	11.00
5.21	32.65
5.49	20.05
3.20	94.80
9.15	89.55
7.30	100.10
1.35	105.35
2.20	15.80
2.55	42.15
4.98	45.30
6.88	34.80
3.32	133.80
2.20	15.80
0.35	26.35
9.54	25.30
9.54	25.30
1.72	28.20
5.77	33.45
4.90	32.10
6.22	72.30
8.20	62.60
6.27	98.35
0.25	26.25
8.20	88.60
1.44	14.80
7.16	48.20
5.77	33.45
4.83	57.55
7.34	35.50
1.39	40.75
1.90	15.50
9.24	51.00
1.69	53.45
0.30	38.70
7.36	86.80
5.97	72.05
8.70	49.00
8.10	74.90
9.90	25.90
6.07	72.15
4.63	57.35
8.65	63.05
9.95	38.35

THE-NADCOR-SYSTEM
AUTO-CONSUMER SERVICE

CHEVROLET
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Tires, Cont'd.				
PK2	G78-14 Whitewall Belted	With 8.25-14 blackwall as standard	4.80	57.24	73.50
Q04	8.25-15 Blackwall	With 8.25-14 blackwall as standard	1.65	10.77	13.85
R51	8.25-15 Whitewall	With 8.25-14 blackwall as standard	3.15	38.11	49.15
		With 8.25-15 blackwall as standard	1.55	27.90	35.85
QC1	8.55-15 Blackwall 8 PR	With 8.25-14 blackwall as standard	1.75	14.67	18.75
		With 8.55-14 blackwall as standard	3.35	31.47	40.35
		With 8.55-15 blackwall as standard	2.80	25.60	32.80
PU3/4	G70-15 WSW or Red Streak	With 8.25-14 blackwall as standard	6.05	60.01	77.05
		With 8.25-15 blackwall as standard	4.40	49.24	63.20
P90/91	G70-15 W/RSW Belted	With 8.25-14 blackwall as standard	5.90	67.45	86.60
		With 8.25-15 blackwall as standard	4.30	56.74	72.85
		With G70-15 whitewall as standard	.70	19.70	25.70
PU7	G78-15 Blackwall Belted	With 8.25-14 blackwall as standard	5.10	40.62	52.10
		With 8.25-15 blackwall as standard	3.45	30.05	38.55
PU8	G78-15 Whitewall Belted	With 8.25-14 blackwall as standard	6.55	57.34	73.60
		With 8.25-15 blackwall as standard	4.90	68.11	87.55
C06	Top: Convertible Power	Corvair, Camaro, Chevelle convertible	2.70	40.70	52.70
M13	Transmission: 3-speed Spec.	All	4.00	61.00	79.00
M21,	4-speed	All ex. Corvair, Camaro	9.80	140.00	184.00
		Camaro	10.40	158.40	195.40
M20		Corvair	4.80	72.00	89.00
M22	4-speed HD	Chevelle 396 engine	14.00	214.00	264.00
		Camaro (375 h.p. engine)	17.10	261.10	322.10
		Chevrolet, Nova	16.55	252.15	311.05
M35	Powerglide	4-cyl., 6-cyl. Nova, Corvair	7.85	119.75	147.65
		6-cyl. Camaro, Chevelle, Chevrolet	8.70	132.70	163.70
		8-cyl. ex. Nova, Chevelle SS396	9.25	141.25	174.25
		8-cyl. Nova ex. 396 engine	8.40	128.40	158.40
MB1	Torque Drive	6-cyl. Nova, Camaro, 4-cyl. Nova	3.65	55.65	68.65
M40	Turbo Hydra-Matic	8-cyl. 307, 327, 350 engine ex. Nova	10.65	162.65	200.65
		8-cyl. 396 eng. ex. 375 h.p.; 427 eng. ex. 425 h.p.	11.80	179.80	221.80
		8-cyl. 396, 375 h.p. eng.; 427, 425 h.p. eng.	15.40	235.40	290.40
		6-cyl. ex. Corvair, Nova 8-cyl. ex. 396 eng.	10.10	154.10	190.10
		6-cyl. Nova	9.25	141.25	174.25
...	Trim, Vinyl	Chevelle ex. Chevrolet ex. wagon or Biscayne; Nova w/custom interior	.65	9.77	12.65
		Biscayne ex. wagon, Nova w/std. Interior	.35	4.91	6.35
A91	Trunk Lid Release	Chevrolet ex. wagon	.75	11.39	14.75
P01	Wheel Covers: Bright Metal	Corvair, Nova, Chevelle, Camaro (NA w/Z28 pkg.), Chevrolet ex. Caprice, Kingswood Estate	1.10	16.30	21.10
P02	Deluxe	All ex. Caprice	4.00	61.00	79.00
		Caprice	2.95	44.75	57.95
N96,	Mag-Style or Mag Spoke	All ex. Caprice, Corvair Monza	3.75	56.95	73.75
PA2	14" (NA w/disc brakes)	Caprice	2.70	40.70	52.70
		Corvair Monza	3.20	48.80	63.20
N95	Simulated Wire, 13" (NA w/disc brakes)	Corvair 500	3.50	52.90	68.50
		Corvair Monza	2.95	44.75	57.95
	Simulated Wire, 14" (NA w/disc brakes)	All ex. Caprice, Corvair	3.75	56.95	73.75
		Caprice	2.85	43.13	55.85
P06	Wheel Trim Ring (Std. hub cap)	Chevelle, Nova, Camaro (NA Z28)	1.10	16.30	21.10
P12	Wheels: Set of 5 (14x6JK)	Chevrolet (std. wagon, incl. w/F41)	.30	4.10	5.30
ZJ7	Rally (Incl. special wheel, hubcap, trim ring, Power disc brakes req'd.)	All ex. wagons, Caprice, Corvair, Caprice ex. wagon	1.85	27.69	35.85
N66	Sport (14x7) (Incl. special hubcap, trim ring)	Nova SS, Camaro SS	1.10	16.30	21.10
A31	Windows: Power	Chevelle Malibu, Concours, Estate wagon; Camaro; Chevrolet (NA Biscayne, 2 door Bel Air)	5.35	81.35	105.35
A33	Power Tailgate	Chevelle, Chevrolet 2 seat wagon (std. 3 seat wagon)	1.80	26.88	34.80
C24	Windshield Wipers, Concealed	Chevelle (std. Malibu, Concours wagons)	1.00	14.68	19.00

CHEVROLET CORVETTE 1969

THE NADCOR SYSTEM
AUTO-CONSUMER SERVICE

STANDARD EQUIPMENT

V-8 350 engine (300 h.p.), dual exhausts, F70-15 tires, brakes: dual system disc w/warning light, clock, hazard warning flasher, [illegible] rests, headlights retractable w/washers, heater, ignition [illegible] transmission lock, lights: back-up, mirror, outside rearview, seat belts w/retractors front, shoulder belts on coupe, seats [illegible] w/console, tachometer, trim: vinyl, ventilation system [illegible] wheel covers and trim rings, windshield washers and 2-speed [illegible] wipers. Convertible has manually operated top. Three-speed manual transmission is standard w/base engine; optional engines require optional transmissions.

CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
19437	Sport Coupe	106.00	4367.83	4[illegible]9.00
19467	Convertible	106.00	4049.81	4526.00

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
F41	Suspension, Special Front & Rear HD front and rear springs and shock absorbers, HD front and rear stabilizer bar.	W/435 h.p. or L88 engine	1.90	28.50	36.90
C60	Air Conditioning, Four Season	All (NA w/471 or L88 engine)	21.70	331.02	428.70
UA6	Alarm System, Audio	All	1.35	20.35	26.35
G81	Axle, Positraction, Rear	All	2.35	35.79	46.35
A85	Belt, Shoulder w/retractors	Convertible	2.15	32.55	42.15
J56	Brakes: Heavy Duty	W/L88 engine (power brakes incl.)	19.45	296.85	384.45
J50	Power	All	2.15	32.55	42.15
MA6	Clutch, HD Dualplate	W/435 h.p. engine	2.70	40.70	52.70
C50	Defroster, Rear	Sport coupe	1.65	25.21	32.65
L46	Engines: V-8 350, 350 h.p.	All	6.65	101.65	131.65
L36	V-8 427 390 h.p.	All (Positraction axle req.)	11.20	170.80	221.20
L68	V-8 427 400 h.p.	All (Positraction axle req.)	16.55	252.15	326.55
L71	V-8 427 435 h.p.	All (Positraction, transistor ignition, M21 req.)	22.10	337.50	437.10
L71,89	V-8 427 435 h.p.	All (aluminum heads incl.)	42.05	642.45	832.05
L88	V-8 427 Special	W/G81, F41, J56, M22 options (NA w/A31, N40 or U69)	52.15	795.95	1032.15
N14	Exhaust System, Side Mounted	All	7.45	113.85	147.45
A01	Glass, Tinted	All	.90	13.06	16.90
K05/ACC	Heater, Engine Block	All	.55	8.15	10.55
K66	Ignition System, Transistor	All (NA w/300 h.p. engine)	4.10	62.62	81.10
TJ2	Louver Trim Grille, Front Fender	All	1.10	16.30	21.10
U69	Radio: AM-FM Push-button (Includes rear fixed hgt antenna)	All (NA L88 engine)	8.75	133.30	172.75
U79	AM-FM Stereo	All (NA L88 engine)	14.10	214.74	278.10
C082	Roof Cover, Vinyl (Black)	Convertible w/auxiliary top	2.95	44.75	57.95
U15	Speed Warning Indicator	All	.60	8.96	11.60
N40	Steering, Power	All (NA L88 engine)	5.35	81.35	105.35
N37	Steering Shaft, Tilt & Telescope	All	4.30	65.10	84.30
P16,7	Tires, F70-15 Red or White Stripe	All	1.30	24.10	31.30
C072	Top, Auxiliary (Hardtop)	Convertible w/folding top	12.80	195.20	252.[illegible]
M20,21	Transmission: 4-sp. Manual	All	9.80	149.80	184.[illegible]
M22	Heavy Duty 4 sp. Man.	W/L88 engine	15.40	235.40	290.40
M40	Turbo Hydra-Matic	W/std. or 350 h.p. engine	11.80	179.80	221.[illegible]
		W/390 or 400 h.p. engine	11.80	179.80	221.[illegible]
		W/435 h.p. or 427 spec. eng.	15.40	235.40	[illegible]
...	Trim, Leather	All	4.00	61.00	[illegible]
P02/ACC	Wheel Covers, Deluxe	All	2.95	44.75	57.[illegible]
A31	Windows, Power	All (NA L88 engine)	3.20	48.80	63.[illegible]

A 518

THE·NARCOR·SYSTEM
AUTO-CONSUMER SERVICE

flashing; flasher, head
outside rear view seat
ation system; fiberglass
rated top; Tires; speed

TAL COST	SUGGESTED RETAIL
67.83	4869.00
49.81	4526.00

TOTAL COST	SUGGESTED RETAIL
28.50	36.90
331.02	428.70
20.35	26.35
35.79	46.35
32.55	42.15
296.85	384.45
32.55	42.15
40.70	52.70
25.21	32.65
101.65	131.65
170.80	221.20
252.15	326.55
337.50	437.10
642.45	832.05
796.95	1032.15
113.85	147.45
13.06	16.90
8.15	10.55
62.62	81.10
16.30	21.10
133.39	172.75
214.74	278.10
44.75	57.95
8.96	11.60
81.35	105.35
65.10	84.30
24.10	31.30
195.20	252.80
149.80	184.80
235.40	290.40
179.80	221.80
179.80	221.80
235.40	290.40
61.60	79.80
44.75	57.95
48.80	63.20

THE·NARCOR·SYSTEM
AUTO-CONSUMER SERVICE

1969 CHRYSLER

STANDARD EQUIPMENT

Basic Equipment on All Models: Ash trays, rear; back uprights; back latches, front seat (2 door); belts, front and rear seat w/front retractors; brakes, dual brake system with warning light; carpeting; center convenience drawer in instrument panel; cleaner air system; coat hangers; directional signals; door handles, inside safety; door locks, safety; flashers, roadside warning; heater and defroster; ignition switch light; instrument panel and sun visors, padded; mirror, inside day/night; outside rear view; [illegible] steering column, impact absorbing; vehicle side marker lights; windshield washers, electric; 2 speed windshield wipers; shoulder belts.

Newport Series: Basic equipment, plus: 383 V 8 engine w/2 bbl. carb.; interior lights, door actuated; glass rear window and vinyl bench seats on convertible; 3 speed manual transmission; 8.55-14 tires.

Newport Custom Series: Basic and Newport equipment, plus: bright seat side shields; foam padded front and rear seat cushions. Sedan has bright upper door moulding.

300 Series: Basic and Newport Custom equipment, plus: ash tray light (left side); battery, 70 amp.; 440 V 8 engine w/4 bbl. carb.; concealed headlights; carpeted lower door panels; contoured bucket seats w/center armrest; carpeted seat backs; TorqueFlite automatic transmission; deluxe wheel covers.

New Yorker Series: Basic and 300 Series equipment, plus: armrests, center front and rear; brakes, power; clock, electric; interior paneling, simulated walnut; lights, glove box, time delay ignition, map and courtesy, trunk; mirror, outside left remote control; seat, cloth and vinyl bench; steering, power; steering wheel, deluxe; trunk carpet; undercoating and hood silencer pad; windshield wipers, 3 speed electric.

Town and Country Series: Armrest, front center; brakes, power; dome light, center and center rear; instrument panel applique, simulated walnut; glove box light, map and courtesy light, time delay ignition light; 383 V 8 engine w/2 bbl. carb.; seats, vinyl bench w/foam cushions (ex. 3rd seat); steering, power; tailgate window, electric; 8.85-14 tires; rear bumper guard and step pad combination on 3 seat wagon; TorqueFlite automatic transmission; turn signal indicators, fender mounted; windshield wipers, 3 speed electric; wood grain body side ornamentation.

CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
	NEWPORT SERIES			
CE41	Sedan	98.00	2755.33	3405.00
CE23	Hardtop: 2-door	98.00	2811.25	3566.00
CE43	4-door	98.00	2861.53	3630.00
CE27	Convertible	99.00	3077.03	3905.00
	NEWPORT CUSTOM SERIES			
CL41	Sedan	98.00	2881.90	3561.00
CL23	Hardtop: 2-door	98.00	2938.60	3723.00
CL43	4-door	98.00	2999.95	3811.00
	300 SERIES			
CM23	Hardtop: 2-door	98.00	3289.98	4185.00
CM43	4-door	98.00	3352.10	4264.00
CM27	Convertible	99.00	3561.95	4532.00
	NEW YORKER SERIES			
CH41	Sedan	98.00	3583.33	4559.00
CH23	Hardtop: 2-door	98.00	3624.08	4620.00
CH43	4-door	98.00	3683.88	4696.00
	TOWN AND COUNTRY SERIES			
CP45	Wagon: 2-seat	99.00	3666.60	4665.00
CP46	3-seat	99.00	3734.15	4751.00

Factory suggested dealer preparation and conditioning: Newport, $55.00; Newport Custom, $60.00; 300, $65.00; New Yorker, $75.00; Town and Country, $65.00.

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
A04	**Basic Group** Radio, light group. Newport, Newport Custom, 300 also have power steering and brakes, 3 spd wipers, remote control left outside mirror. New Yorker and Town & Country have power windows and antenna.	Newport, Newport Custom, 300 w/AM radio	13.85	203.45	266.70
		Newport, Newport Custom, 300 w/AM radio & stereotape	20.55	302.60	396.65
		Newport, Newport Custom, 300 w/AM/FM radio & search tuner	18.70	275.00	361.30
		Newport, Newport Custom, 300 w/AM/FM multiplex radio & stereo tape	24.60	362.60	475.30
		New Yorker, Town & Country w/AM radio	12.20	179.50	235.30
		New Yorker, Town & Country w/AM radio & stereo tape	18.90	278.65	365.25
		New Yorker, Town & Country w/AM/FM radio & search tuner	17.05	251.65	329.90
		New Yorker, Town & Country w/AM/FM multiplex radio & stereo tape	22.95	338.65	443.90
A02	**Driver's Aid Package** Seat belts, door locks and headlights—on warning lights	W/Safeguard Sentinel Lighting	.60	8.20	10.60
		W/o Safeguard Sentinel Lighting	1.05	13.80	18.15
A01	**Light Group** Glove box, luggage compartment, map courtesy, ash tray, time delay ignition, fender direction signal indicator	Newport, Newport Custom, 300	1.70	24.05	31.50
A03	**Town & Country Package** Assist handles, tailgate window washer, remote control left outside mirror.	Town & Country	3.70	51.90	68.05

A 50

CHRYSLER
1969 ACCESSORIES

THE HARCOR SYSTEM
AUTO CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
A35	Trailer Towing Package TorqueFlite trans. required. Town and Country require 9.15-15 tires.	All w/o air cond. or TNT eng.	3.40	50.10	[illegible]
		All w/air cond. w/o TNT eng.	2.90	42.05	55.10
		All ex. Town and Country w/o air cond. w/TNT eng.	2.55	36.90	48.35
		All ex. Town and Country w/air cond. & TNT eng.	2.00	28.80	37.75
H51	Air Conditioner: Single Unit	All (TorqueFlite and power steering req.)	22.10	329.10	[illegible]
H52	Dual Units	Wagon (TorqueFlite and power steering req.)	34.65	515.55	[illegible]
H53	Auto. Temp Air Cond.: Single	All (TorqueFlite and power steering req.)	26.70	390.10	[illegible]
H54	Dual	Wagon (TorqueFlite and power steering req.)	[illegible]	576.55	[illegible]
F11	Alternator, 46 Amp.	All (std. w/air conditioning)	.60	8.50	11.15
R48	Antenna, Power	All (radio and Light Group req.)	1.70	24.00	[illegible]
M95	Assist Handles	Town and Country	1.00	13.50	[illegible]
N88	Automatic Speed Control	All (TorqueFlite and power brakes req.)	3.50	50.75	[illegible]
D51/53	Axle, Optional Ratio	All	.40	5.05	6.60
F25	Battery, 70 Amp (std. w/440 engines)	All (std. 300, New Yorker)	.50	6.50	8.50
C13	Belts, Shoulder: Front	Convertible	1.45	20.45	[illegible]
C14	Rear	All ex. convertible	1.45	20.45	[illegible]
B41	Brakes: Disc Front (Power Brakes req.)	All	2.60	37.60	49.30
B31	Heavy-Duty	All (HD suspension req., NA disc brakes)	1.20	16.95	22.20
B51	Power	All (std. New Yorker, Town & Country)	2.45	35.75	[illegible]
M81	Bumper Guards: Front	All ex. 300	1.00	13.35	17.50
M83	Rear	All ex. 2-seat wagon, 300 or New Yorker	1.00	13.35	17.50
A08		2-seat wagon	1.20	16.65	21.80
M85	Front & Rear	All ex. 2-seat wagon, 300 or New Yorker	2.00	26.70	35.00
C92	Carpet Protection Mats	All	.75	10.20	13.35
J21	Clock, Electric	All (std. New Yorker)	1.05	14.55	19.05
C16	Console (TorqueFlite and Power Steering req.)	W/bucket seats (NA wagon or Newport Custom)	3.55	51.55	67.95
H31	Defogger, Rear Window	All (NA conv., wagon) (NA w/rear seat heater)	1.20	16.90	22.15
D91	Differential, Sure Grip	All	2.70	38.70	50.70
P41	Door Locks, Electric	2-door	2.40	34.75	[illegible]
		4-door	3.50	50.75	[illegible]
E63	Engines: 383 w/4-bbl. Carb.	Newport, Newport Custom (NA man. trans.), Town & Country	3.75	55.05	67.90
E85	440 w/4-bbl. Carb., Dual Exhaust	Town and Country	9.00	133.00	[illegible]
E86	440 TNT w/4-bbl. Carb.	Newport, Newport Custom (TorqueFlite req.)	10.85	160.85	[illegible]
		300, New Yorker	4.40	64.40	[illegible]
G15	Glass, Tinted: Windshield Only	All	1.55	22.25	29.15
G11	All Windows	All	2.25	33.15	43.45
L68	Headlight Dimmer, Auto.	All w/Safeguard Sentinel Lighting	2.55	37.15	48.70
C25	Headrest: Front, Left	All	.75	10.10	13.25
C28	Front, Right	All (req. w/pass. seat recliners)	.75	10.10	[illegible]
C31	Left & Right	All	1.50	20.20	26.50
H15	Heater, Rear Seat w. Defroster	All ex. wagon or conv. (NA w/defogger)	3.35	48.60	[illegible]
L41	Lighting, Safeguard Sentinel	All	1.85	26.50	34.75
L35	Lights: Cornering	All w/Light Group	1.90	27.85	[illegible]
L71	Door Lock Reminder	All	.30	4.10	5.30
L37	Seat Belt Reminder	All	.30	4.10	5.30
L72	Headlight Reminder	All w/o Safeguard Sentinel Lighting	.45	5.60	7.35
M91	Luggage Rack, Roof	Town and Country	3.35	48.80	[illegible]
G33	Mirrors: Outside Left, Remote Control	All (std. New Yorker)	.60	8.05	[illegible]
G31	Outside Right, Manual	All	.40	5.30	[illegible]
	Moldings:				
C34	Bright Seat Side Shields	Newport w/bench seat (std. w/6-way power bench seat)	.70	8.85	[illegible]
M15	Bright Upper Door	Newport 4-door sedan	1.25	17.25	[illegible]
M05	Door Edge Protector	2-door	.30	3.95	[illegible]
		4-door	.50	6.70	[illegible]
M41	License Plate Frames	All (front and rear)	.45	5.45	[illegible]
...	Paint, Two-Tone	All (NA conv. or wagon)	2.00	28.85	[illegible]

RCOR-SYSTEM
NSUMER SERVICE

TOTAL COST	SUGGESTED RETAIL
50.10	65.70
42.05	55.10
36.90	48.35
28.80	37.75
329.10	405.65
515.55	635.80
390.10	481.10
576.85	711.40
8.50	11.15
24.00	31.45
13.50	17.70
50.75	66.50
5.05	6.60
6.50	8.50
20.45	26.80
20.45	26.80
37.00	49.30
16.95	22.20
35.75	46.85
13.35	17.50
13.35	17.50
16.65	21.80
26.70	35.00
10.20	13.35
14.55	19.05
51.85	67.95
16.90	22.15
38.70	50.70
34.75	45.55
50.75	66.50
55.05	67.90
133.00	164.00
160.85	198.35
64.40	79.40
22.25	29.15
33.15	43.45
37.15	48.70
10.10	13.25
10.10	13.25
20.20	26.50
48.60	63.70
26.50	34.75
27.85	36.50
4.10	5.40
4.10	5.40
5.60	7.35
48.80	63.95
8.05	10.55
5.30	6.95
8.85	11.60
17.25	22.60
3.95	5.20
6.70	8.80
5.45	7.15
28.85	37.80

N THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

CHRYSLER
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	F.E.T. (EXCISE)	TOTAL COST	SUGGESTED RETAIL
R13	Radio: Golden Tone AM	All	4.75	70.40	[illegible]
R23	Touch Tune AM-FM	All	9.60	142.55	[illegible]
R37	AM-FM Multiplex w/stereo tape	All	15.50	229.55	[illegible]
R22	Stereo Tape w/AM Radio	All	11.45	169.55	[illegible]
R31	Speaker, Rear Seat	All (NA Town and Country or stereo)	1.00	13.00	17.00
...	Roof, Vinyl	All (NA conv., wagon)	6.30	93.00	121.80
C61	Seat Recliner, Passenger Side	Newport, 300 (headrest req.)	1.75	25.25	33.10
C71	Seats: Air Foam, Front & Rear	Newport sedan & hardtop	1.25	18.05	23.65
P21	Bench, 6-way Power	W/bench seats	5.30	78.40	102.80
P25	Bucket or Split Bench, Left, 6-way Power	All w/bucket or split bench seats	4.90	72.75	95.40
P28	Bucket or Split Bench, Left and Right, 6-way Power	All w/bucket or split bench seats	9.65	143.45	188.05
...	Bench (instead of bucket)	300 hardtop	(4.25)	(62.25)	(81.60)
...	Bench, Vinyl	Newport (std. conv.)	2.00	28.75	37.70
	Bench 3-in-1 (Headrest req.)	Newport Custom sedan, cloth & vinyl	5.60	82.80	108.55
		New Yorker 4-door, cloth & vinyl	3.75	55.20	72.35
		Town and Country, cloth & vinyl	5.00	82.80	108.55
		Newport Custom sedan, vinyl	5.60	82.80	108.55
		New Yorker 4 door hardtop, vinyl	3.75	55.20	72.35
		Town & Country, vinyl	5.00	82.80	108.55
		New Yorker ex. 2 door hardtop, leather	9.30	133.05	[illegible]
	Bucket, Vinyl	Newport 2-door hardtop	8.35	124.15	162.75
		Newport convertible	6.55	96.85	126.95
		New Yorker 2-door (headrest req.), hardtop	4.50	66.25	86.85
	Bucket, Cloth and Vinyl	300 hardtop (headrest req.)	1.75	25.25	33.10
C96	Spare Tire Cover, Carpeted	New Yorker	.60	8.35	10.95
C97		Newport, Newport Custom, 300 (incl. trunk carpet)	1.25	16.00	[illegible]
S77	Steering, Power	Newport, Newport Custom, 300	5.75	85.10	111.55
S61	Steering Wheel: Tilt-A-Scope	All (TorqueFlite and power steering req.)	4.70	69.05	90.50
S81	3-Spoke w/Horn Bars	All ex. New Yorker (NA w/Tilt & Telescope)	.90	12.10	15.85
S13	Suspension, Heavy Duty	All (HD or disc brakes req.)	1.00	13.35	17.50
U32	Tires: 8.55-15 whitewall	All ex. Town and Country	2.40	34.60	45.35
U36	H78-15 WSW Fiberglass Belted	All ex. Town and Country	3.75	54.95	72.05
U41	8.85-15 blackwall	All ex. Town and Country	1.25	17.75	23.25
U42	8.85-15 whitewall	All ex. Town and Country	3.85	56.05	73.45
		Town and Country	2.60	38.30	50.20
U44	J78-15 WSW Fiberglass Belted	All ex. Town and Country	5.20	76.40	100.15
		Town and Country	4.00	58.70	76.95
U51	9.15-15 BSW (Min. req. w/Dual Air Cond., Trailer Towing Pkg.)	Town and Country	1.55	21.55	28.25
U52	9.15-15 whitewall	Town and Country	4.40	64.75	84.90
D34	Transmission, TorqueFlite	Newport, Newport Custom w/V-8 383 eng. & 2-bbl. carb.	12.45	185.35	220.60
		Newport, Newport Custom w/V-8 383 eng. & 4-bbl. carb. or TNT eng.	12.75	189.45	231.65
	Trim	Newport 2 door hardtop, conv.	6.55	96.55	126.55
P45	Trunk Lid Release, Vacuum	All ex. Town and Country	.85	11.25	14.75
J55	Undercoating, w/Under Hood Pad	All ex. New Yorker	1.10	15.65	20.50
J26	Washer, Tailgate Window	Town and Country	2.10	30.35	[illegible]
W15	Wheel Covers, Deep Dish	All	1.85	26.35	[illegible]
W23	Wheels, Road, Cast Center	All ex. wagon (NA w/optional wheel covers)	4.25	62.95	82.55
P31	Windows: Power	All	5.75	85.10	111.55
P33	Vent	All w/power windows	2.85	41.40	54.25
J25	Windshield Wipers, 3 Spd. Electric	Newport, Newport Custom, 300	.30	4.15	5.45

THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

1969 DODGE

STANDARD EQUIPMENT

Basic Equipment on all Dodge passenger car lines: Brakes, dual system with master cylinder/parking brake warning light, cleaner air system, belts, seat front and rear with front retractors, back-up lights, hazard warning system, heater & defroster, instrument panel and visors, padded, front seat back latch (2 door), impact absorbing steering column and wheel, transmission, 3 speed manual, turn signals, rearview mirror, left outside and day/night inside, side marker lights, front & rear, windshield washers, electric (ex. Dart), windshield wipers, 2-speed electric w/airfoil type blades and antiglare finish, shoulder belts.

DART

Standard and Swinger Series: Basic equipment, plus: dome light, rubber floor mats, engine, 6 cyl. 170, 115 h.p. engine, tires, 6.50-13 (8 cyl. has 7.00-13). Swinger "340" also has: HD shock absorbers, Rallye suspension, 4 speed manual transmission, 340, 275 h.p. engine, "bumblebee" stripes, E70-14 tires, carpeting.

Custom Series: Basic and Standard series equipment, plus: carpeting, cigarette lighter, vinyl seats (hardtop), stainless steel hubcaps, dual horns.

GT Series: Basic and Custom series equipment, plus: front fender mounted turn signal indicator lights, deluxe wheel covers. Convertible has 7.00-13 tires, hardtop has bucket seats.

GT Series: Basic and GT series equipment, plus: 8 cyl. 340, 275 h.p. engine, E70-14 Red Streak tires, body side stripes or "bumblebee" stripes, hood louvers, automatic or 4 speed manual transmission, Rallye Suspension, HD shock absorbers.

CORONET

Super Bee Series: Basic equipment, plus: 8 cyl. 383 engine w/4 bbl. carburetor; dual exhausts; 4 speed manual transmission; firm ride shock absorbers; Rallye suspension; HD drum brakes; dual horns; electric clock, center pillar moldings; rear armrests w/ash trays, F70-14 Red Streak or White Streak tires, "bumblebee" stripes.

Deluxe Series: Basic equipment, plus: ash tray light, all vinyl bench seats (sedan has cloth vinyl), heater/defroster, front armrests, rear armrests w/ash tray (ex. coupe), foam cushion padded rear seat, engine, 6 cyl. 225, 145 h.p. engine, stainless steel hubcaps, cigarette lighter, color-keyed rubber floor mats, sill moldings, color-keyed steering wheel, tires, 7.35-14.

440 Series: Basic and Deluxe series equipment, plus: carpeting, horns, dual, steering wheel w/horn ring and padded hub. 3-seat wagon also has 8 cyl. 318 engine, power tailgate window.

500 Series: Basic and 440 series equipment, plus: deluxe wheel covers, 8 cyl. 318 engine; seats, foam padded or bucket, map and glove box lights.

R/T Series: Basic and 500 series equipment, plus: engine, 8 cyl. 440, 375 h.p. engine; body side paint stripe, HD drum brakes; TorqueFlite automatic or 4 speed manual transmission; Rallye suspension, HD shock absorbers; special hood w/air scoop design; dual exhaust, tires, F70-14 Red Streak or White Streak. Convertible has courtesy lights.

CHARGER

Charger: Basic and 500 series equipment, plus: retractable headlights; bucket seats, front and rear; clock, electric; rear center armrest w/ash tray, engine, 6 cyl. 225, 145 h.p. engine, HD suspension, lights, courtesy, map, glove box, rear pillar, interior, lock, glove box, full horn ring, tinted rear window, oil pressure gauge; tachometer, hinged front panel, carpeted, trunk carpet to match interior, quick fill gas cap.

Charger R/T: Basic and Charger series equipment, plus: engine, 8 cyl. 440, 375 h.p. engine; dual exhaust, TorqueFlite automatic or 4-speed manual transmission, R/T Handling Package, HD drum brakes, 70 amp. battery, "bumblebee" racing stripes, tires, F70-14 Red Streak or White Streak.

DODGE

Polara Series: Basic equipment, plus: carpeting; cigarette lighter; glove box lock, 6 way mechanical positioning front seat; engine, 8 cyl. 318, 230 h.p., foam padded rear seat, rear armrests w/ash trays, illuminated ignition switch, vinyl covered trunk mat, dome light, tires, 8.25-14, flow through ventilation on all 2- and 4 door hardtops, rear pillar lights on 2 door hardtops. Wagons have tires, 8.55-14, power tailgate window; 3-seat wagons also have seat belts on third seat, and rear bumper guards w/step pads.

Polara 500 Series: Basic and Polara series equipment, plus: wood grain steering wheel, bucket seats w/center cushion and pull down armrest, console optional at no extra cost, all Vinyl trim, deluxe wheel covers.

Monaco Series: Basic and Polara 500 series equipment, plus: engine, 8 cyl. 383, 325 h.p.; all Vinyl trim; Light Package, cornering lights. Wagon also has: cargo compartment carpet, rear compartment lock.

GROUP	CODE	MODELS	FREIGHT	COST	SUGGESTED RETAIL
DART		STANDARD SERIES			
	LL41	Sedan, 4 door	59.00	2086.05	2455.00
		SWINGER SERIES			
	LL23	Hardtop, 2 door	59.00	2075.27	2442.00
		SWINGER "340" V-8			
	LM23	Hardtop, 2 door	59.00	2434.86	2878.00
		CUSTOM SERIES			
	LH41	Sedan, 4 door	59.00	2199.00	2592.00
	LH23	Hardtop, 2 door	59.00	2231.37	2619.00
		GT SERIES			
	LP23	Hardtop, 2 door	59.00	2299.72	2714.00
	LP27	Convertible	63.00	2458.87	2911.00
		GTS SERIES V-8			
	LS23	Hardtop, 2 door	59.00	2756.60	3268.00
	LS27	Convertible	63.00	2915.74	3465.00

THE NARCOP SYSTEM
AUTO CONSUMER SERVICE

CODE			TOTAL COST	SUGGESTED RETAIL
CORONET	**DELUXE SERIES**			
WL21	Coupe, 2 door	63.00	2198.18	2600.00
WL41	Sedan, 4 door	63.00	2227.08	2635.00
WL45	Wagon	68.00	2501.62	2973.00
	SUPER BEE SERIES V-8			
WM21	Coupe, 2 door	63.00	2628.79	3122.00
WM23	Hardtop, 2 door	63.00	2679.88	3181.00
	440 SERIES			
WH21	Coupe, 2 door	63.00	2260.86	2676.00
WH41	Sedan, 4 door	63.00	2293.83	2716.00
WH23	Hardtop, 2 door	63.00	2311.95	2738.00
WH45	Wagon: 2-seat	68.00	2593.19	3054.00
WH46	3-seat (V-8)	68.00	2769.01	3297.00
	500 SERIES V-8			
WP41	Sedan, 4 door	63.00	2535.59	3000.00
WP23	Hardtop, 2 door	63.00	2507.51	2975.00
WP27	Convertible	68.00	2622.90	3120.00
WP45	Wagon: 2-seat	68.00	2796.90	3331.00
WP46	3-seat	68.00	2889.29	3443.00
	R/T SERIES V-8			
WS23	Hardtop, 2 door	63.00	2930.60	3488.00
WS27	Convertible	68.00	3110.30	3711.00
	CHARGER SERIES			
XP29	Hardtop	63.00	2582.60	3066.00
XP29	Hardtop, V-8	63.00	2669.91	3172.00
XS29	Hardtop, R/T V-8	63.00	3054.33	3633.00
	CHARGER 500 SERIES			
XX29	Hardtop, 2 door	63.00	3275.34	3906.00
DODGE	**POLARA SERIES V-8**			
DL41	Sedan, 4 door	86.00	2508.15	3164.00
DL23	Hardtop: 2-door	86.00	2525.43	3186.00
DL43	4 door	86.00	2181.13	3257.00
DL27	Convertible	90.00	2729.65	3450.00
DL45	Wagon: 2-seat	90.00	2843.80	3595.00
DL46	3-seat	90.00	2927.85	3702.00
	POLARA 500 SERIES V-8			
DM23	Hardtop, 2 door	86.00	2680.35	3383.00
DM27	Convertible	90.00	2886.33	3649.00
	MONACO SERIES V-8			
DH41	Sedan, 4 door	86.00	2789.65	3521.00
DH23	Hardtop: 2 door	86.00	2848.45	3597.00
DH43	4-door	86.00	2897.95	3660.00
DH45	Wagon: 2-seat	90.00	3154.43	3930.00
DH46	3-seat	90.00	3255.75	4119.00
ADD FOR STANDARD V-8 ENG. (6-cyl. only):				
	Dart group		91.57	111.00
	Coronet group		85.06	103.00

Standard V-8 engine. Dart Group except GTS or Swinger "340", 273, 190 h.p. engine. Dart GTS or Swinger "340", 340, 275 h.p. engine. Coronet group, Charger and Polara Series, 318, 230 h.p. engine. Monaco Series, 383, 290 h.p. engine. Coronet R/T and Charger R/T or 500, 440, 375 h.p. engine.

Factory suggested dealer preparation and make ready charge. Dart, $20.00, Coronet and Charger, $25.00, Dodge group, $30.00.

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	COH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
A36	Axle: Performance Package (NA wagon or w/ Trailer Towing Pkg.)	Coronet, Charger groups w/V-8 383 eng. w/ 4-bbl. carb.	5.30	78.90	102.15
		Coronet R/T, Charger R/T, 500 w/V-8 440 eng. & auto. trans.	4.85	71.25	92.25
		Coronet Super Bee, R/T, Charger R/T, 500 w/V-8 426 eng. & auto. trans.	3.40	49.75	64.40
A32	Super Performance Package (NA w/air cond or Trailer Towing Pkg.)	Coronet R/T, Charger R/T, 500 w/V-8 440 eng. & auto. trans.	14.15	209.70	271.50
		Coronet Super Bee, R/T, Charger R/T, 500 w/V-8 426 eng. & auto. trans.	12.60	187.05	242.15
A31	[illegible] Performance Package (NA [illegible] air cond or Trailer Tow pkg.)	Coronet, Charger groups w/V-8 383 eng. w/ 4-bbl. carb.	5.30	78.90	102.15

TOTAL COST	SUGGESTED RETAIL
35.15	2600.00
27.08	2635.00
01.62	2973.00
28.79	3122.00
79.88	3184.00
60.86	2676.00
93.83	2716.00
11.95	2738.00
93.19	3084.00
69.01	3297.00
35.59	3009.00
97.51	2975.00
22.90	3120.00
96.90	3331.00
89.29	3443.00
30.60	3488.00
10.30	3711.00
82.60	3060.00
59.91	3172.00
54.33	3638.00
75.34	3906.00
08.15	3164.00
25.43	3186.00
81.13	3257.00
29.85	3450.00
43.80	3595.00
27.85	3702.00
80.35	3383.00
56.33	3649.00
88.65	3521.00
48.45	3597.00
97.95	3669.00
54.43	3960.00
55.75	4119.00
91.57	111.00
85.06	103.00

ger "340", 340, 275 h.p.
engine, Coronet R/T and

00, Dodge group, $50.00.

AL T	SUGGESTED RETAIL
90	102.15
25	92.25
75	64.40
70	271.50
05	242.15
90	102.15

THE NARCOR SYSTEM
AUTO CONSUMER SERVICE

DODGE
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Axle, Cont'd.				
A33	Track Pak (Reg. w/V8 440 or 426 eng. w/4 spd man. trans.; NA w/ auto. trans. or V8 383 eng. w/[illegible]) HD 4 spd trans. w/Hurst shifter, Sure Grip differential, HD fan, dual point distributor, [illegible] radiator w/fan shroud.	Coronet Super Bee or R/T, Charger R/T, 500	7.45	110.35	142.95
A34	Super Track Pak (W/V8 440 or 426 eng. w/4 spd man. trans.) Track Pak plus power disc brakes.	Coronet Super Bee or R/T, Charger R/T, 500	13.35	198.10	256.45
D52/ 53/56	Optional Ratio	All	.40	5.05	6.55
A48 A46	Decor Molding Group Sill moldings, upper door frame moldings, wheel lip moldings.	Dart Standard, Swinger	1.40	19.80	25.65
		Swinger "340"	1.10	15.15	19.60
		Coronet Deluxe 2 door	1.05	13.80	17.95
		Coronet Deluxe 4 door ex. wagon	1.90	25.85	33.45
		Coronet Deluxe wagon	2.15	30.60	39.65
		Polara 4-door sedan	3.20	44.05	57.10
		Polara hardtop or convertible	2.00	27.80	36.00
A01	Light Package Ash tray, glove box, map & courtesy, time-delay ignition, rear door dome light switches, trunk.	Dart group ex. GT, GTS	1.60	23.15	30.10
		Dart GT, GTS ex. conv.	1.40	20.05	26.05
		Dart GT, GTS conv.	1.20	17.05	22.15
		Coronet group 2-door ex. 500, R/T; Charger group	1.40	20.05	25.95
		Coronet group 4-door ex. 3 seat wagon, 500	1.55	21.85	28.30
		Coronet 440 3-seat wagon	1.25	17.60	22.80
		Coronet 500 ex. 3 seat wagon, R/T	1.00	13.75	17.80
		Coronet 500 3 seat wagon	.70	9.50	12.30
		2-door Polara, Polara 500 ex. conv.	1.55	22.35	29.00
		4-door Polara ex. 3-seat wagon	1.70	24.05	31.20
		Polara 3-seat wagon	1.40	19.80	25.70
		Polara, Polara 500 conv.	1.25	18.10	23.50
A76	Monaco Brougham Package Split bench front seat w/pass. recliner, Brougham name plate.	Monaco 4 door sedan	10.90	159.60	207.05
		Monaco 4 door hardtop	10.50	155.00	200.70
A75	Monaco 500 Package Bucket seats w/center armrest or console.	Monaco 2-door hardtop	5.25	77.90	100.85
A05	Protection Group Door and bumper guards, rubber floor mats, undercoating, underhood pad. Rear compartment pad on Polara wagon.	Dart group	3.05	40.75	52.80
		Coronet group ex. wagon	3.45	48.00	62.20
		Coronet wagon	2.55	35.65	46.20
		Dodge group ex. wagons	3.65	49.30	63.80
		Polara wagon	3.55	48.95	63.40
		Monaco wagon	2.65	36.30	47.00
A04	Radio Group Music Master radio, wheel covers, left outside remote control mirror, power steering, 2-speed wipers. Power brakes on Dodge group and Charger. NA w/426 engine.	Dart group w/13 in. wheels & bench seats	10.65	153.95	195.10
		Dart group w/14 in. wheels & bench seats	10.90	155.70	197.35
		Dart GT w/13 in. wheels & bucket seats	10.20	147.55	186.80
		Dart GT, GTS w/14 in. wheels & bucket seats	10.35	149.30	189.05
		Coronet Deluxe, Super Bee w/bench seats, 440	11.05	159.85	207.00
		Coronet Super Bee w/bucket seats, 500, R/T	10.60	153.45	198.70
		Charger group w/o Special Edition Pkg.	13.70	199.50	258.35
		Charger group w/Special Edition Pkg.	11.65	170.15	220.35
		Polara	13.85	202.10	261.75
		Polara 500	13.75	201.70	261.25
		Monaco	15.25	224.00	290.10
A62	Rallye Instrument Cluster Tachometer, [illegible] oil pressure gauge, temperature gauge & ammeter.	Coronet R/T	4.75	69.75	90.20
S13	Rallye Suspension (HD torsion bars, ball joints, rear springs, sway bar. Std. Trailer Towing Pkg.)	Dart group ex. 318 eng. (std. GTS, Swinger "340")	.85	11.40	14.75
		Dart group w/318 engine	.70	8.85	11.45
		Coronet group ex. wagon (std. R/T, Super Bee)	1.25	17.95	23.25
		Coronet wagon, Dodge group (incl. w/426 Hemi or 440 Magnum eng.)	.75	9.90	12.80
A47	Special Edition Package Leather seats [illegible] bucket seats, sports steering wheel, [illegible] deep dish wheel covers, [illegible] instrument panel, [illegible] turn signals, light group. NA 426 engine.	Charger group	8.45	125.00	161.65

DODGE
1969 ACCESSORIES

THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
A35	Trailer Towing Package [illegible] 14 (wagons 8.55-14 8 ply)	6 cyl. Dart w/o disc brakes (NA 170 eng. or air cond.)	3.20	46.55	60.25
		Dart group 6 cyl. w/disc brakes or 8 cyl. 273 eng. w/o air conditioning	2.10	30.80	39.60
		Dart group w/V-8 273 eng. & air cond.	1.60	22.70	29.40
		Dart group w/V-8 318 eng. w/o air cond.	1.40	20.10	26.05
		Dart group w/V-8 318 eng. w/air cond.	.90	12.65	15.00
		Dart group w/V-8 340 eng. w/o air cond., Coronet wagon w/air cond.	.85	11.40	14.75
		Dart group w/V-8 340 eng. w/air cond.	.30	3.30	4.25
		Coronet group w/air cond. ex. wagon, Super Bee, R/T	3.20	46.65	60.40
		Coronet wagon w/o air conditioning	3.20	46.65	60.40
		Coronet group w/o air cond. ex. wagon, Super Bee, R/T	3.75	54.75	70.90
		Coronet Super Bee, R/T, Charger R/T, 500 w/air cond.	.85	11.40	14.75
		Coronet Super Bee, R/T, Charger R/T, 500 w/o air cond.	1.40	19.55	25.30
		Coronet wagon w/air conditioning	2.60	38.50	-49.85
		Charger w/air conditioning ex. R/T, 500	2.00	28.80	37.30
		Charger w/o air conditioning ex. R/T, 500	2.55	36.90	47.75
		Dodge group w/air cond. (NA 318, 440 Mag. engine)	2.60	38.50	49.85
		Dodge group w/o air cond. (NA 318, 440 Mag. engine)	3.20	46.65	60.40
		Dodge group w/440 Mag. eng. w/air cond.	.85	11.40	14.75
		Dodge group w/440 Mag. eng. w/o air cond.	1.40	19.55	25.30
H51	Air Conditioner: Single (NA Coronet R/T or Charger R/T, 500 w/4 spd. man. trans., [illegible] w/3 spd. man. trans., 426 Hemi eng. or Ramcharger hood)	Dart group (NA 6 cyl. 170 eng., 8 cyl. 273 eng. w/3 spd. man. trans. or V-8 383 eng.)	18.75	278.50	360.55
		Coronet, Charger groups (NA 6 cyl. w/man. trans.)	19.55	290.00	357.65
		Dodge group	21.00	321.05	395.95
H52	Dual	Dodge group wagon	33.40	497.00	612.90
	W/Auto. Temperature Control:				
H53	Single	Dodge group	25.70	382.05	471.15
H54	Dual	Dodge group wagon	37.75	561.10	691.95
M46	Air Scoop Quarter Panel	Coronet Super Bee, R/T	1.90	27.65	35.30
N96	Air Scoop Ramcharger Hood (Std. 426 eng. [illegible] req., NA air cond. or auto. spd. control)	Coronet Super Bee, R/T	3.85	56.60	73.30
F11	Alternator, 46 amp. HD (Std. 8 cyl. w/air conditioning)	Dart group 6 cyl. w/o air cond.	.50	6.50	8.40
		Dart group 6 cyl. w/air cond., Coronet group, all 8 cyl.	.85	11.35	14.70
C23	Armrests, Rear, w/Ash Trays	Coronet Deluxe 2-door coupe	.60	8.50	11.00
N88	Auto Pilot (Speed Control) (Auto. trans. req.)	Coronet, charger groups (NA 426 Hemi eng.; power brakes req. w/V-8 383 eng. or R/T)	3.05	44.75	57.95
		Dodge group (power brakes req.)	3.20	47.00	60.85
F23	Battery: 59 Amp.	Dart group (std. 383 engine)	.50	6.50	8.40
F25	70 Amp.	All ex. Dart group (std. 426 eng., R/T, Charger 500)	.50	6.50	8.40
C13	Belts, Shoulder: Front	Convertible	1.45	20.45	26.45
C14	Rear	All ex. convertible	1.45	20.45	26.45
B41	Brakes: Disc Front	All (8 cyl., power brakes req. ex. on Dart)	2.60	37.00	48.70
B31	Heavy Duty Drum	Coronet, Charger groups (std. Coronet Super Bee, R/T, Charger R/T, 500 or w/Trailer Towing Pkg.; NA disc brakes)	1.25	17.50	22.65
		Dodge group	1.20	16.95	21.95
B51	Power	All (req. w/disc brakes ex. Dart group)	2.25	33.15	42.95
C93	Carpets	Dart standard, Swinger (std. Custom, GT, GTS)	1.05	14.05	18.20
C02		Cargo Compartment Dodge wagon	.90	12.65	16.40
J21	Clock, Electric	Coronet group (std. Super Bee)	1.05	14.25	18.45
		Dodge group	.90	12.75	16.50
C16	Console (NA w/3 spd. man. trans., bucket seats req.)	Dart GT, GTS (req. w/V-8 383 eng. & auto. trans.)	2.85	41.20	53.35
		Coronet Super Bee, 500 2 door, R/T, Charger group	2.90	42.05	54.45
P45	Deck Lid Release, Vacuum	Dodge group (NA wagon)	.75	10.50	13.60

A 515

COR-SYSTEM
UMER SERVICE

TOTAL COST	SUGGESTED RETAIL
46.55	60.25
30.80	39.90
22.70	29.40
20.10	26.05
12.05	15.60
11.40	14.75
3.30	4.25
46.65	60.40
46.65	60.40
54.75	70.90
11.40	14.75
19.55	25.30
38.50	49.85
28.80	37.30
36.90	47.75
38.50	49.85
46.65	60.40
11.40	14.75
19.55	25.30
78.50	360.55
90.00	357.65
21.05	395.95
97.00	612.90
82.05	471.15
61.10	691.95
27.65	35.80
56.60	73.30
6.50	8.40
11.35	14.70
8.50	11.00
44.75	57.95
47.00	60.85
6.50	8.40
6.50	8.40
20.45	26.45
20.45	26.45
37.60	48.70
17.50	22.65
16.95	21.95
33.15	42.95
14.05	18.20
12.65	16.40
14.25	18.45
12.75	16.50
11.20	53.35
12.05	54.45
0.50	13.60

THE NABCOR SYSTEM
AUTO CONSUMER SERVICE

DODGE
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
H31	DeFogger, Rear Window	All ex. wagon, convertible	1.20	16.90	21.90
D91	Differential, Sure Grip	All ex. Dodge group (NA w/ 4 sp. man. trans and 426 Hemi or 440 Magnum engine)	2.25	32.70	42.35
		Dodge group (NA w/ 4 spd. man. trans. w/440 Magnum engine)	2.60	37.60	48.70
	Engine: (6 cyl. in addition to std. V-8)				
E24	6 cyl. 225	Dart group (NA 4 sp. man. trans.)	2.60	37.60	46.35
E41	V-8 318 w/2 bbl. carb.	Dart group (NA w/ 4 man. trans.)	1.65	24.35	30.05
E61	V-8 383 w/2 bbl. carb. (NA w/man. trans.)	Coronet group ex. Super Bee, R/T, Charger ex. R/T, 500, Polara, Polara 500	3.85	56.55	69.75
E63	V-8 383 w/4 bbl. carb. (NA 3 spd. man. trans.)	Dart GTS	35.35	525.60	648.20
		Coronet group ex. Super Bee, R/T; Charger ex. R/T, 500, Polara, Polara 500	2.00	28.70	35.40
		Monaco	7.55	111.55	137.55
E74	V-8 426 w/2 4-bbl. carb. (NA air cond., Trailer Towing Pkg., auto. spd. cont., 3 spd. man. trans.)	Coronet Super Bee	3.75	55.05	67.[illegible]
		Coronet R/T	45.30	673.55	830.65
		Charger R/T, 500	39.15	582.15	717.[illegible]
E85	V-8 440 Dual Exhaust	Polara wagon (TorqueFlite req.)	12.75	189.45	233.[illegible]
		Monaco wagon (TorqueFlite req.)	9.00	133.00	164.00
E86	V-8 440 Magnum, Dual Exhaust	Polara, Polara 500 (TorqueFlite req.)	14.65	217.35	268.05
		Monaco (TorqueFlite req.)	10.90	160.90	198.40
C92	Floor Mats	Dart group	.60	8.40	10.90
		All ex. Dart group	.75	10.50	13.60
J46	Gas Cap, Locking	Charger group	.30	3.40	4.40
G11	Glass, Tinted: All Windows	Dart group	1.75	25.30	32.75
		Coronet and Charger group	2.20	31.45	40.70
		Dodge group	2.25	33.15	42.95
G15	Windshield Only	Dart group	1.10	15.75	20.[illegible]
		Coronet and Charger group	1.40	20.00	25.90
		Dodge group	1.55	22.25	28.80
M81	Guards, Bumper: Front	Dart group	.85	10.85	14.05
		Coronet group	.90	12.35	16.00
		Dodge group	1.00	13.00	16.80
M83	Rear	Dart group	.70	8.70	11.25
		Coronet group (NA wagons)	.90	12.35	16.00
		Dodge group	1.00	13.00	16.80
M85	Front & Rear	Dart group	1.55	19.55	25.30
		Coronet group (NA wagons)	1.80	12.35	32.[illegible]
		Dodge group	2.00	26.00	33.60
M95	Handles, Assist	Dodge group wagon	1.00	13.50	17.45
C25/28	Headrests: Left or Right	All	.75	10.25	13.25
C31	Left and Right	All	1.50	20.50	26.50
J31	Horns, Dual	Dart standard, Swinger, Coronet Deluxe	.30	3.95	5.15
J15	Lighter, Cigar	Dart standard, Swinger	.25	3.10	4.00
L36	Lights: Super Lite	Dodge group (NA w/dual air cond.)	2.70	38.75	50.15
L35	Cornering	Dodge group	1.90	27.85	36.05
P41	Locks: Power Door	Dodge group 2 door	2.40	34.75	45.00
		Dodge group 4 door	3.35	48.75	63.10
J51	Rear Compartment	Coronet or Dodge group wagon (std. Monaco 3-seat)	.60	8.10	10.50
M91	Luggage Rack: Roof	Coronet group wagon	2.75	40.50	52.45
		Dodge group wagon	3.35	48.80	63.20
	Rear Deck	Charger group ex. 500	1.75	25.70	33.30
G33	Mirrors: Left Outside Remote Control	All	.60	8.05	10.45
G31	Right Outside Manual	All	.40	5.30	6.85
M31	Molding: Belt	Dart Custom, GT, GTS (NA 4 door), Coronet 2 door coupe or hardtop	.75	10.50	13.60
M07	Center Pillar	Coronet Deluxe 2 door coupe	.30	3.30	4.25
M05	Door Edge	All 2 door	.30	3.60	4.65
		All 4 door	.45	5.65	7.[illegible]
M21	Drip Rail	Coronet Deluxe 4 door sedan, wagon	.70	9.35	12.10
M25	Sill	Dart group (ex. GTS)	.70	8.75	11.[illegible]
		Coronet Deluxe, Charger group	1.20	16.35	21.15
M15	Upper Frame	Dart group 4 door sedan	1.05	14.05	18.20
		Coronet Deluxe, 440 4 door sedan	1.20	16.50	21.35
		Coronet Deluxe, 440 wagons	1.45	21.25	27.55
		Polara wagon	1.55	21.85	28.30

DODGE
1969 ACCESSORIES

THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
V02	Paint: Two-Tone (NA conv.)	Dart group	1.25	17.50	22.65
		Coronet groups ex. 500 wagon	1.25	18.00	23.30
		Dodge group ex. wagon	1.55	22.00	28.50
	Accent Stripe	Monaco ex. wagons	.85	11.70	15.15
J41	Pedals, Dress Up	Dart group	.25	3.00	3.90
		Coronet group (std. 500, R/T)	.30	4.20	5.45
R11	Radio: Music Master AM	Dart, Coronet, Charger groups	3.25	47.55	61.55
		Dodge group	3.35	49.30	63.85
R21	AM/FM Solid State	Dart, Coronet, Charger groups	7.05	104.25	134.85
R35	AM/FM Multiplex	Dodge group	9.00	141.80	183.55
R22	AM w/stereo Tape	Charger, Coronet groups	10.25	151.60	196.25
		Dodge group	10.45	154.80	200.40
R13	Astrophonic AM	Charger, Dodge groups	4.85	71.00	92.70
R31	Rear Seat Speaker, Single	All ex. Dart group (NA wagon, Coronet conv.)	.85	11.70	15.15
	Rear Seat Speaker, Dual	Dodge group (NA conv. or wagon)	1.45	20.60	26.65
C65	Seat: Air Foam, Front	Dart, Coronet groups (std. bucket seats, 500 or R/T)	.45	6.40	8.30
		Polara	.60	8.50	11.00
	Bucket, Vinyl	Dart GT, GTS convertibles	3.85	56.40	73.00
		Coronet Super Bee, 500 conv., wagon	5.25	77.90	100.85
		Monaco 4 door hardtop	5.25	77.30	100.10
C62	Bucket, 6-way, Left	Coronet Super Bee, 500, R/T, Charger group	1.75	25.70	33.30
C21	Center Front & Armrest (W/bucket seats, NA w/console)	Coronet Super Bee, 500, R/T, Charger group	2.90	42.05	54.45
P21	Power Bench	Dodge group ex. Polara 500	5.25	77.50	100.35
P25	Power Bucket or 50-50 Split, Left	Polara 500, Monaco	4.85	71.75	92.90
C61	Reclining, Right	Monaco hardtop w/black vinyl bucket seat	1.75	25.25	32.70
	Split Bench	Monaco 4 door sedan	6.00	88.40	114.45
		Monaco 4-door hardtop, wagon	5.60	82.80	107.20
S25	Shock Absorbers, Firm Ride	Dart group (std. GTS, Swinger "340")	.25	2.75	3.55
		Coronet (std. R/T, Super Bee), Charger, Dodge groups (std. w/426 Hemi or 440 Magnum eng.)	.30	3.55	4.60
S77	Steering: Power	Dart group (NA w/fast manual)	4.70	69.05	85.15
		Coronet, Charger groups	5.25	77.25	100.00
		Dodge group	5.55	82.50	106.80
S75	Fast Manual (16:1)	Dart group (NA w/power steering)	.85	11.15	14.45
S78	Steering Wheels: Full Horn Ring	Dart standard, Swinger series, Coronet Deluxe (NA Sports type wheel)	.90	11.90	15.40
		Dart Custom, GT, GTS, Coronet group ex. Deluxe; Charger group (NA Sports type wheel)	.30	4.20	5.45
S79	Partial Horn Ring	Polara	.40	4.50	5.80
S81	Three-Spoke Sport Type	Dart standard, Swinger series	1.75	24.80	32.10
		Dart Custom, GT, GTS, Coronet group ex. Deluxe; Charger group, Polara 500, Monaco	1.45	20.65	26.75
		Polara	1.75	25.05	32.45
S62	Tilt Adjustable	Dodge group (power steering, auto. trans. req.)	2.45	35.90	46.50
M51	Sun Roof	Charger group	24.00	356.45	461.45
N85	Tachometer (V-8 & Console req.)	Dart GT, GTS (NA w/air cond. or clock). Coronet group (NA w/clock ex. Super Bee). Charger group (w/clock)	2.70	38.75	50.15
J26	Tailgate Window Washer/Wiper (Power tailgate req. on 2 seat wagons)	Wagon	2.10	30.35	39.30
	Tires: Dart group Extra charge for models w/6.50-13 as standard (6 cyl. 170 eng. ex. conv. or w/disc brakes).				
W52	6.50-13 whitewall		1.55	22.05	28.55
W61	7.00-13 blackwall		.75	9.75	12.60
W62	7.00-13 whitewall		2.30	34.00	44.05
T11	6.95-14 blackwall		1.10	15.50	20.05
T12	6.95-14 whitewall		2.75	39.85	51.60

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COP·SYSTEM
SUMER SERVICE

TOTAL COST	SUGGESTED RETAIL
17.50	22.65
18.00	23.30
22.00	28.50
11.70	15.15
3.00	3.90
4.20	5.45
47.55	61.55
43.30	63.85
04.25	134.65
141.80	183.55
151.60	196.25
154.80	200.40
71.60	92.70
11.70	15.15
20.00	26.05
6.40	8.30
8.50	11.00
56.40	73.00
77.90	100.85
77.30	100.10
25.70	33.30
42.05	54.45
77.50	100.35
71.75	92.90
25.25	32.70
88.40	114.45
82.80	107.20
2.75	3.55
3.55	4.60
69.05	85.15
77.25	100.00
82.50	106.80
11.15	14.45
11.90	15.40
4.20	5.45
4.50	5.80
24.80	32.10
20.65	26.75
25.05	32.45
35.90	46.50
56.45	461.45
38.75	50.15
30.35	39.30
2.05	28.55
9.75	12.60
[illegible]	44.05
15.50	20.05
9.85	51.60

THE·NAPCOP·SYSTEM
AUTO·CONSUMER SERVICE

DODGE
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT — MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Tires: Dart group, Cont'd.			
T14	C78-14 WSW Fiberglass Belted	4.10	60.20	77.95
T61	D70-14 blackwall	2.30	34.15	44.25
T62	D70-14 whitewall	4.00	58.50	75.75
T73	E70-14 Red Streak (Rallye Suspension req.)	4.70	69.25	89.65
T74	E70-14 WSW Fiberglass Belted (Rallye Suspension req.)	6.10	89.65	116.05
	Extra charge for models w/7.00-13 as standard (6 cyl. 225 eng. or conv. & 8 cyl. 273, 318 eng., NA disc brakes):			
W62	7.00-13 whitewall	1.70	24.40	31.60
T11	6.95-14 blackwall	.45	5.95	7.70
T12	6.95-14 whitewall	2.10	30.20	39.10
T14	C78-14 WSW Fiberglass Belted	3.50	50.60	65.50
T61	D70-14 blackwall (min. req. w/Trailer Towing Pkg. or air co[illegible]	1.70	24.50	31.70
T62	D70-14 whitewall	3.35	48.85	63.25
T73	E70-14 Red Streak (Rallye Suspension req.)	4.05	59.60	77.15
T74	E70-14 WSW Fiberglass Belted (Rallye Suspension req.)	5.40	79.95	103.50
	Extra charge for models w/6.95-14 as standard (w/disc brakes ex. 8-cyl. conv.):			
T12	6.95-14 whitewall	1.70	24.40	31.60
T14	C78-14 WSW Fiberglass Belted	3.05	44.75	57.95
T61	D70-14 BSW (min. req. w/air cond. on 6-cyl. conv. & 8-cyl. or Trailer Towing Pkg.)	1.30	18.75	24.30
T62	D70-14 whitewall	3.00	43.05	55.70
T73	E70-14 Red Streak (Rallye Suspension req.)	3.70	53.75	69.60
T74	E70-14 WSW Fiberglass Belted (Rallye Suspension req.)	5.05	74.10	95.95
	Extra charge for models w/D70-14 as standard (V-8 conv. w/disc brakes, Swinger "340"):			
T62	D70-14 whitewall	1.70	24.40	31.60
T73	E70-14 Red Streak (min. req. w/air cond. or Trailer Towing Pkg.; Rallye Suspension req.)	2.40	35.10	45.45
T74	E70-14 WSW Fiberglass Belted (Rallye Suspension req.)	3.75	55.45	71.60
	Extra charge for models w/E70-14 as standard (GTS):			
T74	E70-14 WSW Fiberglass Belted	1.45	20.45	26.45
	Tires: Coronet, Charger groups			
	Extra charge for models w/7.35-14 as standard (6 cyl. 225 eng. ex. wagon):			
T22	7.35-14 whitewall	1.75	25.25	32.70
T31	7.75-14 blackwall (min. req. w/Trailer Towing Pkg.)	.85	10.85	14.05
T32	7.75-14 whitewall	2.45	35.95	46.55
T34	F78-14 WSW Fiberglass Belted	3.85	56.35	72.95
	Extra charge for models w/7.75-14 as standard (w/8-cyl. 318, 383 eng. ex. wagon):			
T32	7.75-14 whitewall	1.75	25.25	32.70
T34	F78-14 WSW Fiberglass Belted	3.10	45.60	59.05
T41	8.25-14 blackwall	.85	10.85	14.05
T42	8.25-14 whitewall	2.60	38.50	49.85
T82/83	F70-14 Red Streak or White Streak (Rallye Suspension & HD or disc brakes req.)	3.05	44.05	57.00
T85	F70-14 Red Streak Fiberglass Belted (Rallye Suspension & HD or disc brakes req.)	4.40	64.40	83.35
U64/65	F70-15 WSW or RSW Fiberglass Belted (Rallye Suspension & 15" cast aluminum road wheels req.)	4.75	70.25	90.95
	Extra charge for models w/F70-14 Red Streak as standard (V-8 383 eng. w/4-bbl. carb., 440 eng.):			
T85	F70-14 RSW Fiberglass Belted	1.45	20.45	26.45
U64/65	F70-15 RSW or WSW Fiberglass Belted (15" cast aluminum road wheels req.)	1.85	26.35	34.10
	Extra charge for models w/8.25-14 as standard (wagons w/6 cyl. or 8-cyl. 318 eng.):			
T42	8.25-14 whitewall	1.90	27.80	36.00
T51	8.55-14 blackwall	1.00	13.80	17.85
T52	8.55-14 whitewall	2.85	41.65	53.95
	Extra charge for models w/8.55-14 as standard (wagon w/V-8 383 eng.):			
T52	8.55-14 whitewall	2.00	28.00	36.25

DODGE
1969 ACCESSORIES

N THE HARCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Tires: Dodge group, Cont'd.				
	Extra charge for models w/8.25-15 as standard (NA wagon):				
U22	8.25-15 whitewall				
U24	G78-15 WSW Fiberglass Belted		2.20	31.65	40.95
U74	G70-15 WSW Fiberglass Belted		3.55	52.00	67.30
U31	8.55-15 blackwall (min. req. w/Trailer Towing Pkg.)		5.20	76.65	99.25
U32	8.55-15 whitewall		1.00	13.80	17.85
U36	H78-15 WSW Fiberglass Belted		3.35	48.35	62.60
	Extra charge for models w/8.85-15 as standard (wagons):		4.70	68.70	88.95
U42	8.85-15 whitewall				
U44	J78-15 WSW Fiberglass Belted		2.60	38.30	49.60
U51	9.15-15 BSW (min. req. w/Trailer Towing Pkg. or dual air cond.)		4.00	58.70	76.00
U52	9.15-15 whitewall		1.55	21.55	27.90
			4.40	64.75	83.85
...	Top, Vinyl	Dart group ex. standard 4-door sedan	4.10	60.75	78.65
		Coronet group ex. wagon or Deluxe 4-door sedan	4.70	68.90	89.20
		Charger group ex. 500	4.90	72.25	93.55
		Dodge group hardtop, sedan	5.40	80.15	103.80
D21	Transmission: 4-spd. Man. (NA 6-cyl.)	Dart group ex. GTS (std. Swinger "340"; NA Trailer Towing Pkg.)	10.30	152.35	187.90
		Coronet, Charger groups ex. R/T, 500	10.30	152.35	197.25
D34	TorqueFlite	Dart group 6 cyl.	9.00	142.25	175.45
		Coronet, Charger groups 6 cyl.	10.30	153.30	189.05
		Dart group 8 cyl. 273, 318 eng.	10.45	155.00	191.15
		Dart group 8 cyl. 340, 383 eng. (std. GTS)	1.60	23.05	28.45
		Coronet, Charger groups 8-cyl. 318 eng.	11.30	167.30	206.30
		Coronet, Charger groups 8-cyl. 383 eng. w/ 2-bbl. carb.	11.80	175.30	216.20
		Coronet, Charger groups 8 cyl. 383 eng. w/ 4-bbl. carb. ex. Super Bee	12.40	184.10	227.05
		Coronet Super Bee	2.20	31.85	39.30
		Dodge group 8-cyl. 318 eng.	11.55	171.00	210.90
		Dodge group V-8 383 eng. w/2 bbl. carb.	12.20	181.00	223.20
		Dodge group 8-cyl. 440 eng. or 383 eng. w/ 4 bbl. carb.	12.40	184.10	227.05
...	Trim, Vinyl	Dart Custom, Coronet Deluxe, 440 4-door sedans	1.30	18.60	24.10
		Dart Swinger series	1.90	27.35	35.40
		Polara 4-door sedan & hardtop	1.00	13.35	17.25
L31	Turn Signals, Fender Mtd.	All (NA w/Ramcharger hood)	.60	8.35	10.80
J55	Undercoating	All (incl. underhood pad)	.90	12.50	16.20
W11	Wheel Covers: Deluxe 13"	Dart group	1.05	14.70	19.05
	Deluxe 14"	Dart group; Coronet group (NA w/V-8 426 eng.), Charger group (ex. w/Special Edition Pkg.)	1.20	16.45	21.30
	Deluxe 15"	Polara	1.20	16.45	21.30
W15	Deluxe Deep Dish 14" (NA disc brakes)	Coronet group (NA w/V-8 426 eng.)	2.00	28.00	36.25
		Charger group (ex. w/Special Edition Pkg.)	2.05	29.35	38.00
		Polara 500, Monaco	1.70	24.55	31.80
		Polara	2.85	41.00	53.05
W18	Simulated Mag., 14"	Dart, Coronet, Charger groups (ex. w/Special Edition Pkg.) NA w/V-8 426 eng.	3.40	49.50	64.10
		Charger group (w/Special Edition Pkg.)	1.40	20.20	26.15
W21	Wheels, Road: Chromed (NA disc brakes, wheel covers)	Coronet, Charger groups (ex. w/Special Edition Pkg.) NA w/V-8 426 eng.			
		Charger group (w/Special Edition Pkg.)	4.55	66.55	86.15
W23	Cast Aluminum	Dart, Coronet, Charger groups, (w/o Special Edition Pkg.), Polara	2.55 5.25	37.25 77.30	48.25 100.10
		Polara 500, Monaco	4.10	60.90	78.85
P31	Windows: Power	Charger group (w/Special Edition Pkg.)	3.25	48.00	62.15
		Coronet group hardtop & conv. ex. Deluxe; Charger group	5.50	81.25	105.20
		Dodge group	5.70	84.30	109.15
P35	Power Tailgate	Wagon (std. 3 seat)	1.85	26.75	34.65
J25	Windshield Washer/Wipers, 3 speed	All ex. Dart group (req. w/Ramcharger hood)	.30	4.15	5.40
		Dart group	.60	8.20	10.60

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OR-SYSTEM
ER SERVICE

TAL OST	SUGGESTED RETAIL
1.65	40.95
2.00	67.30
6.55	99.25
3.80	17.85
5.35	62.00
8.70	88.95
8.30	49.60
8.70	76.00
1.55	27.90
4.75	83.85
0.75	78.65
8.90	89.20
2.25	93.55
0.15	103.80
2.35	187.90
2.35	197.25
2.25	175.45
3.30	189.05
5.00	191.15
3.05	28.45
7.30	206.30
5.30	216.20
4.10	227.05
1.85	39.30
1.00	210.90
1.00	223.20
4.10	227.05
8.60	24.10
7.35	35.40
3.35	17.25
8.35	10.80
2.80	16.60
4.70	19.05
6.45	21.30
6.45	21.30
8.00	36.25
9.35	38.00
4.55	31.80
1.00	53.05
9.50	64.10
0.20	26.15
6.55	86.15
7.25	45.25
7.30	100.10
0.90	78.85
8.00	62.15
1.25	105.20
4.30	109.15
6.75	34.65
4.15	5.40
8.20	10.60

THE HADCOR-SYSTEM
AUTO CONSUMER SERVICE

1969

FORD

EX. THUNDERBIRD

STANDARD EQUIPMENT

Basic Equipment on All Series: Energy-absorbing armrests, dual brake system with warning light, emergency flasher, energy-absorbing steering wheel, [illegible] lap belts, front and rear seat belts, front head restraint, locking front seat backs, front shoulder belts (except convertibles), safety-design door latches, [illegible] padded instrument panel, sun visors and windshield pillars, keyless door locking system, reversible keys, safety-type inside rear view mirror, outside left mirror, side marker lights, heater and defroster, two speed or variable speed electric windshield wipers and washers, hardtops and convertibles have ventless side windows.

FALCON

Standard Series: Basic equipment, plus: courtesy light, ash tray, 6 cyl. 170 engine, 38 amp. alternator, color-keyed vinyl coated rubber floor mats, dual horns, cloth and vinyl upholstery, foam padded seat cushions, 6.95-14 tires. V-8 has 7.35-14 tires. Wagon has vinyl trim, 6 cyl. 200 engine, 7.75-14 tires.

Futura Series: All of the above, plus: 6 cyl. 200 engine, nylon carpeting, pleated seats, rear armrests, bright rocker panel and wheel lip moldings. Sports coupe has pleated vinyl bucket seats, 7.35-14 tires.

MUSTANG

Basic equipment, plus: 6 cyl. 200 engine, 38 amp. alternator, foam padded bucket seats, vinyl upholstery, courtesy light, cigarette lighter, ash tray, nylon carpets, sports steering wheel, floor mounted shift, wheel covers, bright rocker panel moldings. SportsRoof has swing-out rear quarter windows [illegible]. Mustang Grande has special insulation package, [illegible] rear suspension, cloth and vinyl trim, simulated teakwood framed instrument panel and cluster applique, deluxe three-spoke steering wheel, electric clock, bright trimmed pedal pads, dual racing mirrors, wire styled wheel covers, bright wheel lip and rear deck moldings, two-toned paint stripe.

Mach 1 has Grande equipment plus: 8 cyl. 351 engine, GT handling suspension, high-backed bucket seats, accent stripe, carpeting, tachometer, odometer, GT equipment group with E70-14 wide-oval belted whitewall tires.

FAIRLANE

Standard Series: Basic equipment, plus: 6 cyl. 250 (4.1 litre) engine, 42-amp. alternator, front and rear armrests, cloth and vinyl seats with vinyl door trim, color-keyed vinyl coated rubber floor mats, foam padded seat cushions, courtesy light, dome light, cigarette lighter and ash tray, glove box lock, 7.35-14 tires. Wagon has 7.75-14 tires, Doorgate, under floor rear stowage compartment.

500 Series: All of the above, plus: dual horns, carpeting, simulated wood paneling in doors. Wagon has stowage compartment lock. Convertible has all-glass back window.

Cobra Series: All of above, plus: 8 cyl. 428 engine, 4 speed manual transmission with floor shift, competition suspension with heavy-duty shock absorbers and springs, staggered rear shock absorbers, exposed hood locking pins, brushed aluminum instrument dials, Cobra emblem on front fender, 6-inch rim wheels with hub caps, F70-14 wide oval belted whitewall tires.

Torino Series: All 500 Series equipment, plus: courtesy door lights, wheel covers. Squire wagon has, in addition, simulated wood body trim, power Doorgate window.

Torino GT Series: All of the above, plus: 8 cyl. 302 engine, wide-oval belted whitewall tires, electric clock, GT stripes ("C" stripe on SportsRoof) and GT ornamentation, fiberglass nonfunctional hood scoop with turn signal indicators, styled steel wheels, GT suspension.

FORD

Custom, Custom 500 Series: Basic equipment, plus: 6 cyl. 240 engine, three-speed manual transmission, carpeting, courtesy lighting, cigarette lighter, ash tray, dual horns, foam padded seat cushions, 7.75-15 tires (8.25-15 w/390 or 429 engine). Wagons have Doorgate, lockable stowage compartment, 8.55-15 tires, rear window air deflectors.

Galaxie 500 Series: All of the above, plus: electric clock, simulated wood instrument panel, glove box light, trunk light. Convertible has solid glass back window, power top.

XL Series: All of the above, plus: hideaway headlamps, full wheel covers, die cast grille.

LTD Series: All of the above, plus: V-8 302 engine, full-width seats, nylon carpeting, LTD wheel covers. Wagon has simulated wood body trim.

GROUP	CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
FALCON		STANDARD SERIES			
	54A	Sedan	62.00	2008.40	2373.00
	62A	Coupe	62.00	1967.46	[illegible]
	71A	Wagon	67.00	2276.60	2710.00
		FUTURA SERIES			
	54B	Sedan	62.00	2143.54	2543.00
	62B	Coupe: Club	62.00	2112.86	[illegible]
	62C	Sports	62.00	2225.42	2643.00
	71B	Wagon	67.00	2367.70	2821.00
MUSTANG					
	65A	Hardtop: Mustang	67.00	2255.18	2695.00
	63A	SportsRoof	67.00	2255.18	[illegible]
	76A	Convertible	72.00	2431.24	2904.00
	65E	Grande	67.00	2444.55	2910.00
	63C	Mach 1 V 8	67.00	2668.74	3139.00
FAIRLANE		STANDARD SERIES			
	54A	Sedan	67.00	2131.26	2533.00
	65A	Hardtop	67.00	2140.46	[illegible]
	71D	Wagon	72.00	2420.90	[illegible]
		500 SERIES			
	54B	Sedan	67.00	2197.72	2613.00
	65B	Hardtop, Formal	67.00	2244.84	[illegible]
	63B	SportsRoof	67.00	[illegible]	[illegible]
	76B	Convertible	72.00	2459.10	[illegible]
	71B	Wagon	72.00	2510.93	3006.00
		TORINO SERIES			
	54C	Sedan	67.00	2331.88	[illegible]
	65C	Hardtop	67.00	2349.28	[illegible]
	71E	Wagon, Squire	72.00	2635.96	3162.00

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1969 FORD

		TORINO GT SERIES V-8			
	65F	Hardtop: Formal	67.00	2440.42	2915.00
	63F	SportsRoof	67.00	2419.94	[illegible]
	76F	Convertible	72.00	[illegible]	3145.00
		COBRA SERIES V-8			
	65A	Hardtop: Formal	67.00	2735.18	3275.00
	63B	SportsRoof	67.00	2715.70	3250.00
FORD		CUSTOM SERIES			
	62E	Sedan: 2 door	74.00	[illegible]	2705.00
	54E	4 door	74.00	2184.88	2745.00
	71D	Wagon, Ranch	79.00	2498.44	[illegible]
		CUSTOM 500 SERIES			
	62B	Sedan: 2 door	74.00	2229.96	[illegible]
	54B	4 door	74.00	2262.76	2847.00
	71H	Wagon, Ranch: 2-seat	79.00	2547.46	3217.00
	71J	4 seat	79.00	2635.86	3300.00
		GALAXIE 500 SERIES			
	54A	Sedan	74.00	2359.12	2971.00
	65C	Hardtop: 2-door, Formal	74.00	2412.42	[illegible]
	63B	2-door, SportsRoof	74.00	2372.40	[illegible]
	57B	4-door	74.00	2413.44	[illegible]
	76A	Convertible	79.00	2550.76	3221.00
	71B	Wagon: 2-seat, Country Sedan	79.00	2640.94	[illegible]
	71C	4-seat, Country Sedan	79.00	2731.18	3452.00
		LTD SERIES V-8			
	54C	Sedan	74.00	2589.72	3266.00
	65A	Hardtop: 2 door	74.00	2622.52	[illegible]
	57F	4 door	74.00	2644.04	3335.00
	71E	Wagon: 2 seat, Country Squire	79.00	2933.30	3723.00
	71A	4 seat, Country Squire	79.00	3003.74	3800.00
		XL SERIES			
	63C	Hardtop, SportsRoof	74.00	2480.08	3120.00
	76B	Convertible	79.00	2658.42	3359.00

ADD FOR STANDARD V-8 ENG. (6 cyl. only):

Falcon ex. Wagon, Futura	115.00
Falcon Wagon, Futura	90.00
Fairlane group	90.00
Mustang group	105.00
Ford group	105.00

Standard V-8 engine: All ex. Fairlane Cobra series, 302 w/2 bbl carb. 220 h.p.; Fairlane Cobra series, 428 w/4 bbl carb. [illegible] Ram Air, 335 h.p.

ACCESSORIES

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOB (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Brougham Interior Decor Group [illegible]	2-door LTD	5.17	80.94	102.37
	4 door LTD (NA Country Squire)	5.82	91.19	115.32
Convenience Group [illegible]	Ford group	1.64	25.62	32.44
Exterior Decor Group [illegible]	Mustang ex. Grandé, Mach 1	1.64	25.62	32.44
GT Equipment Group [illegible]	Mustang w/351, 390 or 428 engine	7.41	116.07	146.71
	Ford XL w/390 or 429 engine	13.09	204.92	259.00
Interior Decor Group [illegible]	Mustang w/dual racing mirrors (NA Mach 1, Grande)	4.45	69.67	88.15
	Mustang w/o dual racing mirrors (NA Mach 1, Grande)	5.10	79.92	101.10
Interior Decor Group—Deluxe [illegible]	Mustang SportsRoof, conv. w/dual racing mirrors	6.08	95.29	120.43
	Mustang SportsRoof, conv. w/o dual racing mirrors	6.74	105.53	133.41

FORD

EX THUNDERBIRD

)0.42	2915.00
19.94	2890.00
)4.68	3145.00
35.18	3275.00
15.70	3250.00
52.10	2706.00
34.88	2748.00
)8.44	3153.00
29.96	2805.00
52.76	2847.00
17.68	3217.00
35.86	3330.00
59.12	2971.00
12.42	3039.00
72.40	2987.00
15.44	3040.00
50.76	3221.00
40.94	3336.00
31.18	3452.00
59.72	3266.00
22.52	3308.00
44.04	3335.00
33.30	3723.00
03.74	3800.00
80.08	3126.00
58.42	3359.00
	115.00
	90.00
	90.00
	105.00
	105.00

428 w/4 bbl carb., Non-

AL	SUGGESTED RETAIL
)4	102.37
19	115.32
52	32.44
52	32.44
17	146.71
)2	259.09
57	98.15
)2	101.10
29	120.48
53	133.44

THE NAPCOR SYSTEM
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FORD
1969 ACCESSORIES

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOM (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Trailer Towing Package HD [illegible]	Ford group [illegible] 42 [illegible] 15 tires. Fairlane group w/351, 390 or 428 eng.	5.56	87.00	110.10
Visibility Group [illegible] courtesy (Mustang [illegible] Grande)	Fairlane w/dual racing mirrors	.56	8.75	11.06
	Galaxie 500 2 door hardtop, conv.; XL, LTD, Squire	.74	11.52	14.64
	Mustang w/dual racing mirrors or Int. Decor group	.56	8.75	11.16
	Mustang w/o dual racing mirrors or Int. Decor group	1.21	19.00	24.11
	All others	1.21	19.00	24.01
Accent Stripe, Dual	Falcon Futura	.70	10.96	13.59
Air Conditioner, Selectaire (Tinted glass recommended.)	8-cyl. Falcon group	18.59	291.14	[illegible]
	Fairlane group (NA 6-cyl. wagon, 428 Non-Ram Air eng. w/4-speed trans.)	19.21	300.87	380.41
	8-cyl. Mustang (NA 428 eng. w/4-speed trans.)	19.17	300.12	379.57
	8-cyl. Ford group	19.64	307.53	387.74
Alternator, Heavy-Duty	Ford group (std. w/air cond.)	1.09	16.69	21.09
Axle, High Ratio	All	.33	5.12	6.53
Backlite, Glass	Mustang convertible	1.96	30.74	38.86
Battery: Heavy Duty 55 amp. over 45 amp. std., 70 amp. over 55 amp. std., [illegible] over 70 amp. std.	All	.43	6.66	8.43
Extra Heavy Duty 70 amp. over 45 amp. std., [illegible] amp. over 55 amp. std.	All ex. Falcon, Mustang	.85	13.32	16.85
Belts, Deluxe w/Warning Light (Seat belts only on [illegible])	All	.79	12.30	15.59
Brakes, Power Disc Front	Falcon group (ex. 6-cyl. Sedan, Coupe); Mustang V-8, Fairlane group, Ford group (std. GT perf. grp., trailer tow. pkg.)	3.27	51.23	64.77
Clock, Electric	Mustang (std. Int. Decor grp.—Deluxe, Mach. 1, Grande), Fairlane group, Ford group (std. LTD, Country Squire)	.79	12.30	15.59
Console (Bucket Seats Required)	Mustang, Fairlane groups	2.72	42.52	53.82
Cooling, Heavy Duty (Std. w/air conditioning, Trailer Towing pkg.)	Mustang, Ford group	.65	10.25	12.95
Defogger, Rear Window	Ford group (NA convertible, wagon)	1.13	17.62	22.33
Differential, Limited-Slip	Falcon; Mustang & Fairlane 6-cyl., 302 V-8; Ford group	2.10	32.89	41.60
Door Locks, Power	Ford group 2 door	2.29	35.86	45.39
	Ford group 4 door	3.47	54.30	68.67
Engines: (8-cyl. is in addition to standard V-8)				
6-cyl. 200, 115 h.p.	Falcon group (std. wagon, Futura)	1.31	20.49	25.91
6-cyl. 250, 155 h.p.	Mustang	1.31	20.49	25.91
V-8 351, 250 h.p.	Fairlane group, Mustang (std. Mach 1)	2.94	46.11	58.34
V-8 351, 290 h.p.	Fairlane group, Mustang ex. Mach 1	4.25	66.60	84.25
	Mustang Mach 1	1.31	20.49	25.91
V-8 390, 265 h.p.	Ford group	2.94	46.11	58.34
V-8 390, 320 h.p. (Optional trans. req.)	Fairlane group	8.24	129.10	163.24
	Mustang ex. Mach 1	7.98	125.00	158.28
	Mustang Mach 1	5.04	78.89	99.74
V-8 428, 335 h.p. (Non-Ram Air) (Req. [illegible])	Fairlane group ex. wagon, Mustang ex. Mach 1	14.53	227.46	287.53
	Mustang Mach 1	11.32	177.26	224.12
V-8 428, 335 h.p. (Ram Air) (Same as above.)	Fairlane group ex. Cobra, Mustang ex. Mach 1	21.26	332.99	420.96
	Fairlane Cobra	6.74	105.53	133.44
	Mustang Mach 1	18.06	282.79	357.46
V-8 429, 320 h.p. (Auto trans. req.)	Ford group ✓	8.24	129.10	163.24
V-8 429, 360 h.p. (Auto. or 4-speed [illegible] trans. req.)	Ford group	11.97	187.50	237.07
Glass, Tinted, Complete	Falcon group, Mustang	1.64	25.62	32.44
	Fairlane group	1.86	29.10	36.86
	Ford group	2.26	35.35	44.76
Headrests, Front, Adjustable	All (ex. Mustang Mach 1)	1.00	13.32	17.00
Horn, [illegible]	Falcon, Fairlane 500, Torino, Cobra	.33	5.12	6.53
Load Leveling System, Automatic	Ford group [illegible]	4.54	71.11	89.94
Luggage Rack: [illegible]	Falcon wagon	2.34	35.13	44.44
	Fairlane & Ford wagon	2.35	36.78	46.55

FORD
1969 ACCESSORIES

THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Luggage Rack, Cont'd				
Roof, Adjustable Deluxe	Ford group wagon	3.18	49.85	63.08
Mirror: Outside Remote Control, Left	All (Std. Visibility Group)	.65	10.25	12.95
Outside Dual Racing (LH remote, RH manual [illegible]) Fairlane incl. [illegible]	Mustang (Std. Grande, Mach 1), Fairlane group	.98	15.37	19.48
Molding: Body Side	Fairlane, 500, Torino, Ford group ex. Custom 500 (NA Squire or w/accent stripe)	1.05	16.30	20.75
Rocker Panel	Mustang (std. Mach 1, Grande or w/exterior decor group	.65	10.25	12.95
Paint: Two Tone	Falcon group ex. wagon	1.23	19.21	24.33
(Incl. bright drip moldings on Ford Custom and Ranch wagon)	Fairlane group ex. conv., wagon, SportsRoof, Ford group ex. conv., Country Squire	1.35	21.21	26.85
Two-Tone Hood	Mustang (std. Mach 1)	.98	15.37	19.48
Radio: AM	All	3.10	48.52	61.40
AM-FM Stereo	All ex. Falcon	9.16	143.44	181.36
Roof, Vinyl	Falcon group 2-door	3.99	62.50	79.09
	Mustang hardtop, Grandé	4.25	66.60	84.25
	Fairlane group (NA SportsRoof wagon)	4.55	71.31	90.15
	Ford group hardtops (NA SportsRoof), LTD sedan	5.05	79.10	100.05
Seat: Dual Bucket	Fairlane 500 hardtop, conv.; Torino GT, Cobra	6.09	95.39	120.59
Dual Bucket w/console	Ford group	8.52	133.35	168.62
Full Width Front w/Armrest	Mustang ex. conv. (NA console)	1.64	25.62	32.44
High Back Bucket	Mustang (std. Mach 1, NA Grande or adjust. head restraint)	4.25	66.60	84.25
Manual Pass. Reclining Bench	Ford group ex. Custom, 500	2.09	32.79	41.49
Power Bench	Fairlane 500, Torino, GT, Cobra	5.05	79.15	100.15
Power 6-way Full Width	Ford group (NA 4-speed trans.)	5.05	79.15	100.15
Power 6 way Split Bench (Driver)	Ford LTD hardtop w/Brougham trim (NA 4-speed trans.)	4.25	66.60	84.25
Split Bench w/Manual Reclining Pass. Seat	Ford LTD w/Brougham trim & adjust. head restraints (NA Squire, 4-speed manual trans.)	6.02	94.26	119.22
Sport Deck Rear	Mustang SportsRoof, Mach 1	4.91	76.85	97.21
Third, Rear Facing	Fairlane wagon	2.68	42.01	53.16
Speaker, Rear Seat: Single	Mustang hardtop, Grande w/AM radio only	.65	10.25	12.95
Dual	Fairlane group (NA conv., wagon), Ford group	1.31	20.49	25.91
Speed Control, Finger-Tip (V-8 eng. and auto. trans. req.)	Mustang	3.73	58.40	73.93
	Ford group	3.99	62.50	79.09
Steering, Power	Falcon group	4.53	70.95	89.73
	Mustang group	4.85	75.10	94.95
	Fairlane, Ford groups	5.06	79.30	100.36
Steering Wheel: Rim Blow Deluxe	Mustang (std. w/Interior Decor groups, Mach 1, Grande), Ford group (std. w/GT Perf. group)	1.80	28.18	35.70
Tilt	Ford group (pwr. strg. & auto. trans. req.)	2.32	36.27	45.92
Tilt-Away	Mustang	3.34	52.26	66.14
Stereosonic Tape System	Mustang, Ford groups (AM radio req. NA AM/FM radio, XL w/bucket seats & console)	6.76	105.84	133.96
Suspension: Competition	Mustang, Fairlane groups w/428 engine	1.54	24.17	30.64
GT Handling	8 cyl. Fairlane & Mustang groups, hardtops & conv. (NA 428 eng., Grande, Std. Torino GT)	1.54	24.17	30.64
Heavy Duty	Falcon wagon, Ford group (NA GT Perf. group)	1.18	18.44	23.33
	8 cyl. Fairlane group (NA 428 eng., Torino GT)	.72	10.27	13.02
Tachometer	8 cyl. Fairlane group	2.42	37.91	47.92
Tachometer & Trip Odometer	8 cyl. Mustang (std. w/4 speed trans. and 390, 320 h.p. and 428 eng.)	2.75	43.03	54.45
Tailgate, Dual Action	Falcon wagon	2.29	35.86	45.39
Top, Power Convertible	Mustang convertible	2.75	41.85	52.95

COP·SYSTEM
MER SERVICE

TOTAL COST	SUGGESTED RETAIL
49.85	63.08
10.25	12.95
15.37	19.48
16.39	20.75
10.25	12.95
19.21	24.33
21.21	26.85
15.37	19.48
48.52	61.40
143.44	181.36
62.50	79.09
66.60	84.25
71.31	90.15
79.10	100.05
95.39	120.59
133.35	168.62
25.62	32.44
66.60	84.25
32.79	41.49
79.15	100.15
79.15	100.15
66.60	84.25
94.26	119.22
76.85	97.21
42.01	53.18
10.25	12.95
20.49	25.91
58.40	73.83
62.50	79.09
70.95	89.73
75.10	94.95
79.30	100.26
28.18	35.70
36.27	45.92
52.26	66.14
105.84	133.86
24.17	30.64
24.17	30.64
18.44	23.38
10.27	13.02
37.91	47.92
43.03	54.45
35.86	45.39
41.85	52.95

THE·HARCOP·SYSTEM
AUTO-CONSUMER SERVICE

FORD
1969 ACCESSORIES

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Transmission: 3 speed Heavy-Duty	Fairlane group (req. w/390, 320 h.p. eng.)	4.00	62.60	79.20
4 speed Manual (NA wagon)	8-cyl. Fairlane group (NA 302 eng., std. Cobra), Ford group w/429 eng. (NA split bench seat, power seat, brown trim interior)	9.81	153.69	194.31
	Mustang w/390, 320 h.p. or 428 eng. (incl. tachometer, trip odometer)	12.82	200.82	253.92
	Mustang w/302, 351 engine	10.34	161.83	204.64
Select Shift Cruise-O-Matic	6-cyl. Falcon group	9.23	144.30	174.03
	8-cyl. Falcon group	10.06	157.29	189.69
	6-cyl. ex. Falcon group	10.13	158.47	191.13
	8-cyl. 302, 351, 390 eng. w/2 bbl. carb.	10.65	165.55	200.55
	8-cyl. 390, 428 eng. w/4 bbl. carbs. ex. Cobra, 429 eng.	11.73	184.21	222.03
	Cobra	1.96	30.70	37.06
Trim: Knitted Vinyl	Fairlane 500 and Torino hardtops & wagons, Cobra w/bucket seats (black only), Ford group (std. XL w/bucket seats)	1.23	19.34	24.53
Vinyl	Falcon group (std. Sports Cpe.); Fairlane 500 ex. conv., wagon; (Galaxie 500 conv.)	.98	15.37	19.48
Ventilation, Power	Fairlane group (NA air cond.)	.79	12.30	15.59
	Mustang (NA air cond.)	2.02	31.66	40.02
Wheel Covers:	Falcon group (std. Sports Coupe), Mustang (std. w/Ext. Decor group, NA GT equip., Grandé, Mach 1), Fairlane group (std. Torino, NA GT); Ford group (std. XL, LTD, Squire, NA GT Perf. group)	1.14	16.84	21.34
Deluxe	Falcon ex. Sports coupe, Fairlane ex. Torino	2.06	32.21	40.78
	Falcon Sports coupe, Fairlane Torino (NA GT)	.98	15.37	19.48
	Ford group ex. XL, LTD, Country Squire (NA GT Perf. group)	2.58	45.08	56.98
	Ford XL, LTD, Country Squire	1.80	28.24	35.70
Sim. Magnesium	Ford group ex. XL, LTD, Country Squire (NA GT Perf. group)	3.95	61.93	78.35
	Ford XL, LTD, Country Squire	2.88	45.08	56.98
Wire	Mustang w/Exterior Decor group (NA w/GT equip. or Mach 1, std. Grandé)	2.87	46.01	58.27
	Mustang w/o Exterior Decor group	4.01	62.85	79.51
Wheels: Argent Styled Steel, 14" (Incl. trim rings. Req. wide oval belted tires.)	8-cyl. Mustang w/Exterior Decor group (NA Grandé, Mach 1)	.82	13.90	17.62
	8-cyl. Mustang w/o Exterior Decor group	1.96	30.74	38.85
	Fairlane group ex. Torino, Wagon	1.96	30.74	38.85
	Fairlane Torino (std. GT)	.89	13.90	17.69
Chrome or Color-Keyed Styled Steel, 14" (Incl. trim rings, inserts (color keyed only). Req. wide oval belted tires.)	8-cyl. Mustang (NA GT equip., Exterior Decor group, Grandé, Std. Mach 1)	5.89	92.21	116.59
	8-cyl. Mustang w/Exterior Decor group (NA GT Equip., Grandé, Std. Mach 1)	3.93	61.48	77.73
	8-cyl. Mustang w/GT Equip. group (NA Exterior Decor group, Grandé, std. Mach 1)	4.81	75.37	95.21
	Fairlane group ex. wagon, Torino	5.89	92.21	116.59
	Fairlane Torino ex. GT.	4.81	75.37	95.21
	Torino GT	3.93	61.48	77.73
Window Frames, Bright	Fairlane 500 sedan	1.05	16.39	20.75
	Fairlane 500 wagon	1.31	20.49	25.91
Windows: Power	Ford group ex. Custom, Custom 500, Ranch wagon; Fairlane group	5.31	83.15	105.11
Power Tailgate	Wagon (std. Ford Country Squire, DERS models)	1.77	27.65	34.97
Windshield Wipers, Intermittent	All ex. Falcon	.85	13.32	16.85

FORD
1969 ACCESSORIES

THE·HARCOR·SYSTEM
AUTO·CONSUMER SERVICE

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
TIRES				
Falcon Group: Extra charge for models with 6.95-14 as standard (all ex. 302 engine and air cond., wagons)				
6.95-14 whitewall		1.37	25.62	32.47
Extra charge for models with 7.35-14 as standard (sedans, coupes w/302 engine and air cond.):				
7.35-14 whitewall		1.37	25.62	32.47
Extra charge for models with 7.75-14 as standard (wagons):				
7.75-14 whitewall		1.32	25.62	32.52
Mustang Group: Extra charge for models with 7.35-14 as standard (6 cyl., 302 V-8 engines ex. styled steel wheel options):				
7.35-14 whitewall		1.52	28.18	35.72
E70-14 Wide Oval belted whitewall (428 eng. min. req.)		4.13	78.92	100.03
F70-14 Wide Oval belted whitewall (428 CJ Ram Air eng. min. req. NA 6 cyl.)		4.29	90.20	114.49
F70-14 Wide Oval belted blackwall w/raised white letters		4.23	100.47	127.63
FR70-14 Wide Oval whitewall radial ply (Handling susp. req. NA 6 cyl.)		5.80	95.30	120.60
Extra charge for models with E78-14 Wide Oval blackwall as standard (with 351, 390 engines ex. Mach 1 or with GT equipment group):				
E78-14 Wide Oval whitewall		1.51	28.18	35.71
F70-14 Wide Oval belted whitewall		3.69	78.93	100.19
F70-14 Wide Oval blackwall with raised white letters		3.28	89.20	113.48
FR70-14 Wide Oval whitewall radial ply (Handling suspension req.)		4.48	84.04	106.48
Extra charge for models with E70-14 Wide Oval belted whitewall as standard (with 351 engine and GT equipment group, Mach 1 w/351 engine:				
F70-14 Wide Oval belted whitewall		.69	11.27	14.29
F70-14 Wide Oval belted whitewall with raised white letters		1.37	21.52	27.27
FR70-14 Wide Oval whitewall radial ply		1.68	16.38	20.58
Extra charge for models with F70-14 Wide Oval belted whitewall as standard (with 390, 428 engines and GT equipment group):				
F70-14 Wide Oval belted blackwall w/raised white letters (req. on Mach 1 w/428 Ram Air engine)		.65	10.25	13.05
FR70-14 Wide Oval whitewall radial ply		.99	5.11	6.29
Fairlane Group: Extra charge for models with 7.35-14 as standard (6-cyl., 8-cyl. 302 and 351 engines ex. convertible, wagons or GT models)				
7.35-14 whitewall		1.58	29.22	37.08
7.75-14 blackwall		.76	12.30	15.56
7.75-14 whitewall		2.29	41.52	52.59
F70-14 Wide Oval belted whitewall		5.76	78.89	99.56
F70-14 Wide Oval belted blackwall with raised white letters (NA 6 cyl., sedans)		5.54	89.14	112.73
FR70-14 Wide Oval whitewall radial ply (GT Handling suspension req.)		6.74	83.98	105.84
Extra charge for models with 7.75-14 as standard (convertible ex. 428 eng. or Torino GT; sedans, hardtops w/390 eng. ex. Torino GT):				
7.75-14 whitewall		1.55	29.22	37.05
F70-14 Wide Oval belted whitewall		5.07	67.60	85.27
F70-14 Wide Oval belted blackwall with raised white letters (NA 6 cyl., sedans)		4.85	77.87	98.55
FR70-14 Wide Oval whitewall radial ply (GT Handling suspension req.)		6.05	72.71	91.55
Extra charge for models with 7.75-14 8 PR as standard (wagons):				
7.75-14 whitewall 8 PR		1.48	29.21	37.09
Extra charge for models with E70-14 Wide Oval belted whitewall as standard (Torino GT with 302 or 351 engine)				
F70-14 Wide Oval belted whitewall		.76	12.30	15.56
F70-14 Wide Oval belted blackwall with raised white letters		1.44	22.54	28.54
FR70-14 Wide Oval whitewall radial ply		1.72	17.40	21.92
Extra charge for models with F70-14 Wide Oval belted whitewall as standard (Torino GT with 390 or 428 engine, Cobra):				
F70-14 Wide Oval belted blackwall with raised white letters (req. on Cobra with 428 Ram Air engine)		1.44	22.54	28.54
FR70-14 Wide Oval whitewall radial ply		1.72	17.40	21.92

TOTAL COST	SUGGESTED RETAIL
25.62	32.47
25.62	32.47
25.62	32.52
28.18	35.72
78.92	100.03
90.20	114.49
[illegible]	127.63
95.30	120.60
28.18	35.71
78.93	100.19
89.20	113.43
84.04	106.48
11.27	14.29
21.52	27.27
16.38	20.58
10.25	13.05
5.11	6.29
29.22	37.08
12.30	15.56
41.52	52.59
78.88	99.55
89.14	112.74
83.98	105.84
29.22	37.05
67.60	85.27
77.87	98.55
72.71	91.55
29.21	37.08
12.30	15.56
22.54	28.54
17.40	21.92
22.54	28.54
17.40	21.92

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EGH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Ford Group: Extra charge for models with 7.75 15 as standard (with 6 cyl. or 8 cyl. 302 eng.: Custom, Custom 500, Galaxie 500 sedan or hardtop LTD XL, conv. w/o air cond.)				
7.75 15 whitewall		1.47	27.98	35.47
8.25 15 blackwall		2.49	14.00	17.69
8.25 15 whitewall		3.97	43.06	54.67
8.55 15 blackwall		3.74	28.64	35.74
8.55 15 whitewall		5.52	57.33	72.62
H70 15 Wide Oval belted whitewall		8.19	95.23	119.79
215 R15 whitewall radial ply		8.30	88.05	110.60
Extra charge for models with 8.25 15 as standard (conv. w/air cond. With 390 or 429 eng.: Custom, Custom 500, Galaxie 500, XL, hardtops, LTD w/o air cond.)				
8.25 15 whitewall		1.57	28.65	35.37
8.55 15 blackwall		1.26	14.34	18.03
8.55 15 whitewall		2.71	43.03	54.41
H70 15 Wide Oval belted whitewall		5.71	80.93	102.21
215 R15 whitewall radial ply		5.81	73.74	92.91
Extra charge for models with 8.55 15 as standard (all wagons, Galaxie 500, XL hardtops, LTD w/air cond.).				
8.55 15 whitewall		1.60	28.69	36.40
H70 15 Wide Oval belted whitewall (NA wagon)		4.45	66.59	84.15
215 R15 whitewall radial ply (NA wagon)		4.55	59.41	74.95

FORD THUNDERBIRD 1969

THE NADCOR SYSTEM
AUTO CONSUMER SERVICE

STANDARD EQUIPMENT

Armrest, [illegible] brakes [illegible] power [illegible] flasher, 4-way emergency [illegible] locking system [illegible] button [illegible] Select Shift Cruise-O-Matic [illegible] windows [illegible] dual stream windshield washers [illegible]

CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
65-C	Hardtop, 2 door	97.00	3[illegible].20	[illegible]
65-D	Landau 2 door	97.00	3978.86	504[illegible].00
57-C	4 door	97.00	4040.36	5123.00

Factory suggested dealer preparation and conditioning $50.00

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT		FOB (EXCISE)	TOTAL COST	SUGGESTED RETAIL
47-H	Convenience Group [illegible] warning light, headlights-on warning, low fuel warning light, seat belt light	2 door	3.93	61.48	77.73
		4 door	5.10	79.92	101.10
...	Protection Group Color keyed front and rear floor mats, license plate frames, door edge guards	2 door	1.28	19.98	25.38
		4 door	1.47	23.05	29.17
66-1	Suspension, Heavy Duty Heavy duty front and rear springs, heavy duty front and rear shock absorbers	All	1.49	22.12	27.93
57-3	Air Conditioner, Selectaire	All (tinted glass recommended)	21.57	337.81	427.07
	With Auto. Temp. Control	All	25.22	394.89	499.22
...	Antenna, Power Retracting	All	1.47	22.92	28.97
...	Axle, High Ratio	All	.33	5.12	6.53
...	Belts, Seat w/Shoulder Harness, Deluxe	All	.79	12.30	15.59
...	Brake Lights, Supplemental, Rear Window	All	1.70	26.64	33.70
56-2	Deck Lid Release, Power	All	.75	11.68	14.85
...	Defogger, Rear Window	All	1.13	17.62	22.33
45-4	Differential, Limited Slip	All	2.39	36.88	46.69
	Electrically-Heated Backlite	All	4.25	66.60	84.25
60-2	Glass, Tinted	All	2.39	37.50	47.49
..	Headrests, Front	All	1.00	13.32	17.00
56-1	Highway Pilot Control	All (Tilt-Away steering wheel req.)	4.91	76.85	97.21
...	Horn, Four Note	All	.79	12.30	15.59
...	Lights, Cornering, Front	All			
...	Monitor, Rear Lamp	All	1.31	20.49	25.91
58-3	Radio, AM-FM Stereo	All	7.59	118.85	150.29
..	Seats: Bucket w/Console	All	3.27	51.23	64.77
	6-Way Power:				
54-1	Left Front	All	4.99	78.18	98.89
	Full Width Front	All	4.99	78.18	98.89
	Reclining, Passenger	All	2.09	32.79	41.49
59-2	Speaker, Dual Rear Seat	All w/AM radio (incl. w/AM-FM radio)	1.67	26.11	33.07
...	Steering Wheel, Tilt Away	All	3.34	52.26	66.14
58-8	Stereosonic Tape System	All w/AM Radio	6.49	101.64	128.49
	Sun Roof, Electric	All ex. 2 door hardtop	22.90	358.61	453.20
49-1	Tires: 8.25-15 whitewall	All	1.78	33.82	42.88
	8.55-15 4 PR white w/Red	All	2.14	41.00	52.04
	8.55-15 4 PR belted whitewall	All	2.83	59.45	75.43
	215 R15 Radial	All	4.40	79.94	101.30
...	Trim: Brougham Interior	2 door w/bucket seats	6.54	102.46	129.54
		4 door w/bench seats	8.18	128.08	161.98
	Brougham Leather	All w/black or tan bucket seats	9.81	153.69	194.31
65-5	Wheel Covers: Deluxe	All	2.88	45.08	57.08
65-2	Styled Steel	All	1.80	28.24	35.70
52-1	Windows, Power	All	5.52	86.37	109.22

HARCOR-SYSTEM
CONSUMER SERVICE

[illegible] engine, [illegible] [illegible] out map mirror, [illegible] radio, AM [illegible] [illegible] 15) transmission, [illegible]ers, vertical side

	SUGGESTED RETAIL
0	4964.00
6	5044.00
6	5123.00

OTAL OST	SUGGESTED RETAIL
1.48	77.73
9.92	101.10
9.98	25.28
3.05	29.17
2.12	27.99
7.81	427.07
4.88	492.22
2.92	28.97
5.12	6.53
2.30	15.59
6.64	33.70
1.68	14.85
7.62	22.33
6.88	46.09
6.60	84.25
7.50	47.49
3.32	17.00
6.85	97.21
2.30	15.59
0.49	25.91
8.85	150.29
1.23	64.77
8.18	98.89
8.18	98.89
2.79	41.49
6.11	33.07
2.26	66.14
1.64	128.49
3.61	453.30
3.82	42.88
1.00	52.04
9.45	75.43
9.94	101.30
2.46	129.54
8.08	161.98
3.69	194.31
5.08	57.08
8.24	35.70
6.37	109.22

THE HARCOR-SYSTEM
AUTO CONSUMER SERVICE

1969 IMPERIAL

STANDARD EQUIPMENT

8 cyl 440 350 h.p. engine, 9.15-15 tires, automatic transmission, power steering, power windows, roadside warning flashers, retractable seat belts, heater, power brakes (disc front), carpeting, electric clock, remote control outside mirror, undercoating, [illegible] windshield, four [illegible], ashtrays, wheel covers, [illegible], three speed windshield wipers, windshield washers, Sentry Signal, fender mounted turn signal indicators, time delay ignition switch light, dual braking system w/ warning light, vehicle side marker light, and back up light, concealed headlamps, sequential turn signals. Le Baron has vinyl roof, carpeted trunk.

CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
	CROWN			
YL23	Coupe	100.00	4397.77	5575.00
YM41	Sedan	100.00	4525.82	5553.00
YL43	Hardtop	100.00	4525.82	5553.00
	LE BARON			
YH23	Hardtop: 2 door	100.00	4625.38	5981.00
YH43	4 door	100.00	4752.21	6214.00

Factory Suggested Dealer Preparation and Conditioning, $90.00.

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
A35	Trailer Towing Package	With air conditioning	2.90	42.05	55.10
		Without air conditioning	3.40	50.10	65.70
H53	Air Conditioner: Single	All	26.95	400.15	493.45
H54	Dual	All (NA w/H31, H15)	39.90	593.00	732.05
L68	Automatic Beam Changer	All (L41 lighting required)	2.70	39.40	51.65
N88	Auto Speed Control	All	4.75	70.00	91.75
C14	Belts, Shoulder, Rear L & R	All	1.45	20.45	26.80
C96	Cover, Spare Tire	All (std. w/dual air cond.)	.70	8.95	11.70
H31	Defogger, Rear Window	All (NA w/H31, H15)	1.45	20.60	27.00
D91	Differential, Sure Grip	All	3.05	44.25	58.00
P41	Door Locks, Electric	2 door	2.55	35.55	47.90
		4 door	3.70	53.95	70.70
M41	Frame, License Plate Front and Rear	All	.70	9.00	11.80
G11	Glass, Tinted, All Windows	All	2.85	41.40	54.25
C31	Headrests, Left and Right, Front	All	1.40	20.15	26.40
H15	Heater, Rear Seat w/Defroster	All (NA w/H54, H31)	3.70	54.65	71.65
L41	Lighting, Safeguard Sentinel	All	1.90	27.55	36.10
C92	Mats, Carpet Protection	All	.75	10.50	13.75
G31	Mirror, Outside Right, Manual	All	.45	5.60	7.35
M05	Protector, Door Edge	2-door	.30	3.95	5.20
		4-door	.50	6.70	8.80
R18	Radio: Golden Touch Tuner, AM w/Pwr. Antenna, Rear Speaker	All	8.45	126.20	165.45
R23	Golden Touch Tuner, AM-FM w/Pwr. Antenna, Rear Speaker	All	12.05	178.75	234.35
R37	Stereo AM-FM, w/Pwr. Ant. and Stereo Tape Player	All	18.00	267.55	350.75
P25	Seats: 6-way Power, Driver Only	Le Baron 4-door	5.60	82.80	108.55
P28	Driver and Pass.	Le Baron (bucket seats req. on 2-door)	11.20	165.60	217.10
P21	Bench	All ex. Le Baron 4 door	6.35	93.35	122.35
	Bucket	Le Baron 2-door (pwr. seat req.)	18.60	275.85	361.00
S61	Steering Wheel, Tilt A Scope	All	4.95	73.75	96.70
U54	Tires: 9.15-15 whitewall, 2 ring	All	3.00	43.35	56.80
U56	9.15-15 whitewall Belted	All	4.30	63.65	83.45
	Trim: Leather	4 door hardtop	7.05	105.00	137.65
	Vinyl Roof	Crown (std. Le Baron)	7.85	116.00	152.05
P45	Trunk Lid Release, Remote Control	All	1.60	23.25	30.50
P33	Windows, Power Vent	All (NA 2-door w/air cond.)	3.85	56.35	73.85

THE NALCOR SYSTEM
AUTO-CONSUMER SERVICE 1969

LINCOLN CONTINENTAL

STANDARD EQUIPMENT

Armrests, folding center, brakes, power, disc front, dual system w/warning light, clock, electric emergency flasher 4-way, engine, V-8 460 w/4 bbl carb [illegible] & dual exhausts, instrument [illegible] glove box [illegible] shield [illegible] retractors and warning light, steering, power, tires 9.15-15 blackwall, transmission, Select-Shift automatic [illegible] covers, windows, power [illegible] parking brake [illegible] flush air ventilation system, Continental Mark III has [illegible] ventilation system, rear tire pressure monitor system, spare tire cover, 8.45-15 blackwall tires.

MODELS			FREIGHT	TOTAL COST	SUGGESTED RETAIL
Coupe					
Sedan	4127.00	293.00	105.00	4595.00	5918.00
Continental Mark III	4295.00	305.00	105.00	4775.00	6151.00
Factory suggested dealer preparation and conditioning: $90.00.			105.00		6845.00

ACCESSORIES

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Appearance Protection Group Door edge guards, license plate frames (rear std. Mark III)	2-door ex. Mark III	.70	11.28	14.50
	Mark III	.50	8.20	10.50
	4-door	.90	14.35	18.40
Air Conditioner: Auto. Control	All (tinted glass req.)	26.10	408.94	523.50
Man. Control	All (tinted glass req.)	25.10	393.57	503.70
Brakes, Sure Track	Mark III	9.80	153.74	196.80
Cover, Spare Tire	All (std. Mark III)	.50	9.23	11.90
Deck Lid Release, Remote	All	2.00	31.77	40.70
Defogger, Rear Window	All ex. Mark III	2.10	32.80	42.00
	Mark III	1.30	20.50	26.30
Defroster, Rear Window	Mark III (NA w/defogger)	4.20	66.62	85.30
Differential, Directed Power	All	2.80	44.07	56.40
Door Locks, Power	2-door	2.30	36.90	47.30
	4-door	3.40	53.30	68.30
Floor Mats, Twin, Front and Rear	All	.60	10.25	13.20
Glass, Tinted	All (req. w/air cond.)	2.60	41.00	52.50
Headlight Dimmer, Auto	All	2.50	39.97	51.20
Headrests, Manually Adj.	All (req. w/reclining or individual seats)	1.00	13.32	17.00
Interior, Town Car Leather and vinyl seats, door trim, deep pile carpets, padded vinyl instrument panel applique, napped nylon headlining	All ex. Mark III	12.40	194.74	249.20
Radio: AM w/Power Antenna	All (incl. rear speakers)	8.00	126.07	161.40
AM w/Integrated Stereo Tape	All ex. Mark III (incl. power ant.)	12.20	191.66	245.40
	Mark III (incl. power ant.)	12.80	201.91	258.40
AM-FM Signal Seek	All ex. Mark III (incl. rear speakers & power ant.)	12.10	190.64	244.00
AM-FM Stereo	All ex. Mark III (incl. power ant.)	14.30	226.03	288.70
	Mark III	16.20	255.21	326.60
Ride Leveler, Automatic	All ex. Mark III	4.80	75.65	97.10
Roof, Vinyl (Heritage)	All	7.50	118.89	152.20
Seats: Contour Adjustable, incl. 6-way Power Left, 2-way Power and Recliner Right	All ex. Mark III	16.60	261.36	334.50
6-way Power	W/bench seats ex. Mark III	4.40	69.70	89.20
	Mark III	8.90	140.42	179.70
6-way Power w/Pass. Recliner	W/bench seats ex. Mark III	7.40	116.84	149.40
	Mark III	11.90	186.54	238.70
Speed Control	All	4.70	73.80	94.40
Steering Wheel, Tilt	All	3.60	56.37	72.20
Tires, 9.15-15 WSW Fiberglass Belted	All	2.80	44.07	56.40
Dual Chamber, WSW	All	9.80	153.74	196.80
Trim, Leather	All	6.80	107.62	137.70
Wheel Covers, Flared	All ex. Mark III	2.90	46.12	59.10
Windows, Power Vent	All ex. Mark III	3.60	56.37	72.20

INENTAL

...lor, 4 way, engine, [illegible] ...ing lights. Flow Thru

...AL ...ST	SUGGESTED RETAIL
.60	5918.00
.00	6151.00
	6846.00

TOTAL COST	SUGGESTED RETAIL
11.28	14.50
8.20	10.50
14.35	18.40
408.94	523.30
393.57	503.70
153.74	196.80
9.23	11.90
31.77	40.70
32.80	42.00
20.50	26.30
66.62	85.30
44.07	56.40
35.90	47.30
53.30	68.20
10.25	13.20
41.00	52.50
39.97	51.20
13.32	17.00
194.74	249.20
126.07	161.40
191.66	245.30
201.91	258.40
190.64	244.00
226.03	288.60
255.21	326.60
75.85	97.10
118.89	152.20
261.36	334.50
69.70	89.20
140.42	179.70
116.84	149.60
186.51	238.70
73.80	94.50
56.37	72.20
44.07	56.40
153.74	196.80
107.62	137.80
46.12	59.10
56.37	72.20

THE NADCOR SYSTEM
AUTO-CONSUMER SERVICE

1969 MERCURY

STANDARD EQUIPMENT

Basic Equipment on All Mercury Passenger Cars: [illegible] retractors, dual brakes w. warning light, self locking [illegible] mirror, outside mirror, [illegible] or reflectors, heater, front door courtesy light switches, emergency flashers, [illegible] 2 speed wipers, cigarette lighter, shoulder belts

MONTEGO

Comet Series: Basic equipment plus 6 cyl. 250 eng. w. 7.35 14 tires, woodgrain instrument panel, bright window moldings [illegible] curb molding.

Montego Series: All of the above, plus [illegible] moldings

Montego MX Series: All of the above, plus [illegible] tinted rear window "CJ" also has 8 cyl. CJ

Cyclone Series: All of the above, plus 8 cyl. [illegible] competition handling package, sound insula 428 engine, engine dress up, 4 speed manual transmission, dual exhausts, tion package.

COUGAR

Cougar: Basic equipment, plus 8 cyl. 351 engine w. [illegible] carb., 7.35 14 or E70 14 tires, retractable headlight covers, sequential turn signals, bucket seats, [illegible] carpeting, sound insulation package

XR-7: All of the above, plus deluxe [illegible] turbine wheelcovers, panel, map and courtesy lights, [illegible] instrument panel w. tachometer, electric clock w. elapsed time [illegible] rear armrests, leather & vinyl seat trim [illegible] door trim panels w/assist straps, map pockets, trunk light, exterior switches, walnut toned applique, XR-7 plaque, identification.

MERCURY

Monterey: Basic equipment, plus dome light, 8 cyl. 390 engine w/2 bbl. carb., woodgrain instrument and door trim panels bright [illegible] 8.15-15 tires, carpeting, foam padded seats. Wagon has dual action tailgate and 8.45-15 tires

Monterey Custom: Basic and Monterey equipment, plus power rear window and remote control mirror on wagon, deluxe wheel covers, deluxe steering wheel, electric clock, [illegible] rear door light switches, upper body paint stripes

Marauder: All of the above, plus concealed headlights, [illegible] rear roof peak molding, styled aluminum wheels, rear fender skirts w/brigh

X-100 also has: 8 cyl. 429 engine w. 4 bbl. carb., Select Shift transmission, [illegible] electric clock. molding, matte finish trunk [illegible] steering wheel,

Marquis: All of the above, plus 8 cyl. 429 engine w. 2 bbl. carb., Select Shift transmission, automatic parking brake release wood toned steering wheel.

GROUP CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
MONTEGO	COMET SERIES			
	Hardtop, 2 door	69.00	2170.00	2584.00
	MONTEGO SERIES			
	Sedan	69.00	2189.00	2608.00
	Hardtop	69.00	2229.00	2657.00
	MONTEGO MX SERIES			
	Sedan	69.00	2321.00	2770.00
	Hardtop	69.00	2337.00	[illegible]
	Convertible	73.00	2550.00	3052.00
	Wagon	73.00	2535.00	3035.00
	CYCLONE SERIES			
	Hardtop	69.00	2365.00	2823.00
	CYCLONE CJ SERIES			
	Hardtop "CJ"	69.00	2737.00	3276.00
COUGAR	STANDARD SERIES			
	Hardtop	69.00	2567.00	3068.00
	Convertible	73.00	2867.00	[illegible]
	XR-7 SERIES			
	Hardtop	69.00	2812.00	3357.00
	Convertible	73.00	3041.00	3651.00
MERCURY	MONTEREY SERIES			
	Sedan	92.00	2543.00	3233.00
	Hardtop: 2 door	92.00	2605.00	3312.00
	4-door	92.00	2664.00	[illegible]
	Convertible	96.00	2842.00	3619.00
	MONTEREY CUSTOM SERIES			
	Sedan	92.00	2715.00	3452.00
	Hardtop: 2 door	92.00	2778.00	3534.00
	4-door	92.00	2836.00	3608.00
	MARAUDER SERIES			
	Hardtop	92.00	2707.00	3443.00
	MARAUDER X-100 SERIES			
	Hardtop	92.00	3272.00	4166.00
	MARQUIS SERIES			
	Sedan	92.00	3090.00	3932.00
	Hardtop: 2 door	92.00	3138.00	[illegible]
	4 door	92.00	3193.00	4065.00
	Convertible	96.00	3298.00	4203.00
	WAGON SERIES			
	Monterey wagon	96.00	2839.00	3615.00
	Monterey Custom wagon	96.00	3012.00	3836.00
	Marquis Colony Park	96.00	3119.00	3974.00
ADD FOR STANDARD V-8 ENG. (6 cyl. Montego group)			91.00	112.00

STANDARD V-8 (Montego, Cougar) is 302 2 bbl., 210 h.p.

[illegible] Montego group, Cougar $25.00, Mercury group $50.00.

THE·NARCOR·SYSTEM
AUTO-CONSUMER SERVICE

MERCURY
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
...	**Appearance Protection Group** Door edge guards, license plate frames, vinyl front & rear floor mats.	2-door ex. Cougar	1.30	20.49	25.90
		4-door	1.50	23.57	29.80
...	**Appearance, Special Group** Courtesy light group, Comfort-Stream ventilation, deluxe wheelcovers, whitewall tires.	Montego group ex. Cyclone (NA optional tires)	3.20	51.23	64.80
...	**Brougham Option** MX has Comfort-Stream ventilation, remote control outside mirror, luxury level seat trim, rim blow steering wheel, trim items. Marquis has Brougham trim and identification, twin comfort lounge seats, luxury level seat trim, vinyl roof.	Montego MX (Brougham)	4.50	71.72	90.70
		Marquis	13.70	215.17	272.00
...	**CJ 428 Engine** CJ 428 eng., dual exhausts, comp. handling pkg., F70-14 W/W belted tires (7.75-14 on Montego, F70-14 on Cyclone), engine dress up, 3.50 rear axle. 4 spd. or auto trans. req.	Cougar	17.00	266.40	336.80
		Montego ex. Brougham, Cyclone CJ	15.30	240.78	304.40
...	**Competition Handling Pkg.** Heavy duty springs and shocks, large diameter stabilizer bar, wide tread wheels on Cougar.	Cougar w/351, 390 engines	1.50	24.59	31.10
		Marauder, Marauder X-100	1.50	24.59	31.10
...	**Courtesy Light Group** Map, glove box, ash tray, luggage compartment [illegible] rear door switches on 4 door. Cougar has only parking brake warning, luggage compt. [illegible] courtesy.	Montego group	.90	15.37	19.50
		Cougar (std. XR-7)	.80	13.32	16.90
...	**Cross Country Ride Pkg.** Higher rate springs and shock absorbers. NA w/CJ 428 eng.	Montego group ex Cyclone CJ	.60	10.25	13.00
...	**Decor Group** Deluxe steering wheel, bright drip moldings, deluxe wheel covers. Cougar has only Deluxe seat and door trim, door mounted courtesy lights, deluxe wheel covers, deluxe seat.	Montego hardtop w/o spec. app./eqp. group	3.00	48.16	60.90
		Montego hardtop w/spec. app./eqp. group	2.10	33.81	42.80
		Montego sedan	2.70	43.04	54.50
		Cougar hardtop (NA XR-7)	4.50	71.72	90.70
		Monterey	2.80	45.09	57.10
...	**GT Appearance Group** Bucket seats, F70-14 W/W belted tires, rim blow steering wheel, turbine wheel covers, GT identification.	Cyclone ex. CJ	8.50	133.20	168.40
...	**Ram Air Induction** Induction system with functional hood scoop, hood stripes, F70-14 belted tires. Avail w/CJ 428 eng. only	Cougar; Cyclone w/GT appear. grp.; Cyclone CJ	7.00	109.63	138.60
...	**Sports Appearance Group** Bucket seats, remote control left racing mirror, turbine wheel covers, rim-blow steering wheel.	Cyclone w/o GT appearance group	10.10	158.81	200.80
		Cyclone CJ	7.50	117.83	149.00
...	**351 Performance Group** 351 eng. w/4 bbl. carb., hood stripes, comp. handling pkg.	Cougar	4.20	66.60	84.20
...	**Visual Safety Check Panel** Seat belt warning light (Mercury), door ajar warning light, low fuel warning light, parking brake warning light.	Cougar (std. XR-7. Console req. w/air cond.).	1.30	20.49	25.90
		Mercury group	1.60	25.62	32.40
...	**Air Conditioner, Whisper-Aire** Incl. 55 amp alternator, power booster fan, HD radiator.	Montego group, Cougar (NA 6 cyl. wagon or CJ 428 eng. w/man. trans.)	18.90	297.14	375.70
		Mercury group	21.20	333.00	421.00
...	Antenna, Power	Mercury group ex. Marauder, Marauder X100	1.50	24.59	31.10
...	Axles High Performance	All	.30	5.12	6.50
	Power Transfer	Montego group w/250 or 302 eng.	2.10	33.81	42.[illegible]
		Mercury group	2.30	36.89	[illegible]
...	Traction-Lok: Basic	Cougar, Montego group	2.10	33.81	[illegible]
	HD	Cougar, Montego group	3.20	50.21	[illegible]
63-1	Battery, Heavy-Duty	All	.40	6.15	[illegible]
...	Belts, Deluxe, Seat	Cougar, Montego group convs.	.60	10.25	[illegible]
		Mercury group convs	.60	10.25	[illegible]
	Seat & Shoulder	Cougar, Montego group ex. conv.	.70	12.30	[illegible]
		Mercury group ex. conv.	.70	12.30	[illegible]

MERCURY
1969 ACCESSORIES

TOTAL COST	SUGGESTED RETAIL
20.49	25.90
23.57	29.80
51.23	64.80
71.72	90.70
215.17	272.00
266.40	336.80
240.78	304.40
24.59	31.10
24.59	31.10
15.37	19.50
13.32	16.90
10.25	13.00
48.16	60.90
33.81	42.80
43.04	54.50
71.72	90.70
45.09	57.10
133.20	168.40
109.63	138.60
158.81	200.80
117.83	149.00
66.60	84.20
20.49	25.90
25.62	32.40
297.14	375.70
333.09	421.00
24.59	31.10
5.12	6.50
33.81	42.80
36.89	46.70
33.81	42.80
50.21	63.50
6.15	7.80
10.25	13.00
10.25	13.00
12.30	15.60
12.30	15.60

THE NADCOR SYSTEM
AUTO-CONSUMER SERVICE

MERCURY
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
55-2	Brakes, Power Disc Front	Montego group, Cougar	3.20	51.23	64.80
		Mercury group	3.00	56.35	71.30
47-2	Clock, Electric	Monterey, Monterey Custom, Marauder, Cougar (NA XR-7), Montego group	.70	12.30	15.60
53-8	Console: Sports	Montego group w/bucket seats	2.80	44.06	55.70
		Cougar w/bucket seats	2.80	45.09	57.10
56-2	Deck Lid Release, Remote	Mercury group (NA wagon)	.70	11.27	14.30
53-7	Defogger, Rear Window	All (NA conv., wagon)	1.10	17.42	22.10
64-4	Door Locks, Power	Mercury group 2 door	2.20	35.86	45.40
		Mercury group 4 door	3.40	54.31	68.70
	Engines: (In addition to std. V-8)				
	8-cyl. 351 w/2-bbl. carb.	Montego group ex. Cyclone CJ	2.40	37.91	48.00
	8-cyl. 351 w/4-bbl. carb.	Cougar	2.60	42.01	53.20
		Montego group ex. Cyclone CJ	5.10	79.92	101.10
	8-cyl. 390 w/4-bbl. carb.	Cougar	6.40	100.41	127.00
		Montego group ex. Cyclone CJ	7.90	125.00	158.10
	8-cyl. 429 w/2-bbl. carb.	Monterey, Monterey Custom, Marauder	1.50	24.59	31.10
	8-cyl. 429 w/4-bbl. carb.	Monterey, Monterey Custom, Marauder	5.30	82.99	104.90
		Marquis	3.70	58.40	73.90
	Exhausts, Dual	Cougar w/351 2-bbl. engine	1.50	24.59	31.10
60-2	Glass, Tinted, All Windows	Montego group	1.70	27.67	35.00
		Cougar	1.50	23.57	29.80
		Mercury group	2.10	33.81	42.80
64-G	Guards: Door Edge	Cougar	.20	4.10	5.20
67-5	Rear Bumper	Cougar	.60	10.25	13.00
..	Headrests, Adjustable, Front Seat	All	1.00	13.32	17.00
51-P	Luggage Carrier:	Mercury wagon	3.70	58.40	73.90
		Montego group wagon	2.30	36.89	46.70
	W/Air Deflector	Mercury group wagon	4.70	74.80	94.60
...	Mirror: Left Remote Control	All ex. Cougar XR-7	.50	8.20	10.40
	Left Racing Remote Control	Cougar (std. XR-7), Cyclone, Cyclone CJ	.60	10.25	13.00
	Right Racing Manual	Cyclone, Cyclone CJ	.30	5.12	6.50
	Paint, Two Tone	Cougar, Montego group ex. conv., Cyclone	1.50	24.59	31.10
		Mercury group ex. conv., Marauder, Marauder X-100	1.80	28.69	36.30
	Two-Tone Matte	Marauder	2.20	35.86	45.40
		Marauder X-100 (delete)	(2.20)	(35.86)	(45.40)
...	Paneling: Yacht Deck	Montego group wagon	7.50	117.83	149.00
	Pins, Hood Lock	Cougar, Cyclone or Cyclone CJ w/Ram Air Induction	.40	6.15	7.80
58-2	Radio: AM Push-button	Montego group, Cougar	3.00	48.16	60.90
		Mercury group	3.20	50.21	63.50
58-8	AM w/Stereo Tape System	Cougar (NA w/AM-FM radio)	9.80	154.72	195.60
		Mercury group (NA w/AM-FM radio)	10.00	156.76	198.20
58-3	AM-FM Stereo	Montego group, Cougar	9.30	146.52	185.30
		Mercury group	9.60	150.62	190.40
59-2	Dual Rear Speakers	Montego group (NA convertible, wagon)	1.30	20.49	25.90
		Mercury group (std. w/AM radio/stereo tape system)	1.30	20.49	25.90
	Single Rear Speaker	Cougar ex. conv.	.70	12.30	15.60
	Ride Control, Automatic	Mercury group	3.90	62.50	79.10
	Roof: Sun w/Vinyl	Cougar	23.20	363.73	459.90
23	Vinyl (Oxford) (NA conv.)	Cougar ex. conv.	4.50	70.70	89.40
		Montego group ex. Cyclone, Cyclone CJ	5.00	78.90	99.80
		Mercury group (std. Marquis Brougham)	5.80	91.19	115.30
		Mercury group wagon	7.20	112.71	142.50

MERCURY
1969 ACCESSORIES

THE MARCOS SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOB (EXCISE)	TOTAL COST	[illegible]
	Seats: Bench w/Center Armrest	Cougar w/Decor Group	1.20	19.47	[illegible]
	Bucket	Mercury Montego MX 2 door & conv., Cyclone	5.50	87.05	[illegible]
	Bucket w/Console	Marauder	8.10	128.05	[illegible]
	Center Facing Rear	Mercury group wagon	4.50	71.75	[illegible]
54-2	4-Way Power Bench	Montego group	3.70	58.40	[illegible]
	Reclining Passenger	Mercury group ex. Monterey, Custom	2.10	32.75	[illegible]
54-2	6-Way Power Bench	Mercury group (NA w/Twin Comfort Lounge)	5.00	78.90	[illegible]
	6-Way Power Twin Comfort Lounge (Left)	Marauder X-100, Marquis	4.20	66.00	[illegible]
	(Left & Right)	Marauder X-100, Marquis	8.50	133.20	[illegible]
54-3	Third (incl. seat belts)	Montego wagon	2.60	41.97	[illegible]
	Twin-Comfort Lounge	Marquis (std. Brougham)	3.90	61.48	[illegible]
		Colony Park wagon (incl. dlx. int. trim)	8.10	128.08	[illegible]
56-1	Speed Control	Cougar w/auto. trans. (NA w/428 eng.)	3.60	56.35	[illegible]
		Mercury group w/automatic transmission	3.20	50.21	[illegible]
55-F	Steering, Power	Montego group	4.70	74.80	[illegible]
		Cougar	5.00	78.90	[illegible]
		Mercury group	5.80	91.19	[illegible]
	Steering Wheel: Rim Blow	Cougar, Monterey, Marauder, Montego group ex. Brougham	1.70	27.67	35.00
		Marquis	.90	15.37	[illegible]
	Tilt	Cougar	3.40	54.31	[illegible]
		Mercury group (power steering, auto. trans. req.)	2.20	35.85	[illegible]
	Stripe, Reflective Tape	Montego Cyclone, Cyclone CJ	1.50	24.59	[illegible]
67-2	Tachometer	Montego group (NA 6 cyl. or w/clock)	2.40	37.91	48.00
	Tires: Montego group				
	Extra charge on models with 7.35-14 standard (Comet 6-cyl., V-8 302):				
	7.35-14 whitewall		1.80	28.69	[illegible]
	7.75-14 blackwall		.90	14.35	[illegible]
	7.75-14 whitewall		2.90	46.11	[illegible]
	F70-14 whitewall or red band		5.00	78.90	[illegible]
	F70-14 whitewall belted (performance handling package req.)		5.60	89.14	112.70
	Extra charge on models with 7.75-14 standard (Montego, Montego MX ex. 428 eng., wagon ex. 390 eng.):				
	7.75-14 whitewall		2.00	31.76	40.20
	7.75-14 blackwall 8 PR (wagon only)		2.00	31.76	[illegible]
	F70-14 whitewall or red band (NA wagon)		4.10	64.55	[illegible]
	F70-14 whitewall belted (NA wagon)		4.70	74.80	94.00
	Extra charge on models with F70-14 whitewall standard (Cyclone GT, all 428 eng.).				
	F70-14 whitewall belted (performance handling package req. on Montego, Comet series)		.60	10.25	13.00
	Tires: Cougar				
	Extra charge on models with E78-14 standard:				
	E78-14 whitewall		1.80	28.69	36.20
	F70-14 whitewall belted		5.00	78.90	[illegible]
	F70-14 whitewall belted, traction		5.60	89.14	[illegible]
	FR70-14 whitewall radial		5.60	89.14	[illegible]
	Extra charge on models with F70-14 standard (CJ 428 eng.)				
	F70-14 whitewall belted		1.10	17.42	22.10
	F70-14 belted traction tires		1.70	27.67	[illegible]
	FR70-14 whitewall radial		1.70	27.67	[illegible]
	Space Saver spare (blackwall only)				
	With E78-14 or blackwall		.90	15.37	[illegible]
	With E78-14 or whitewall		.60	10.25	[illegible]
	All other		.30	5.12	[illegible]

A 53

	SUGGESTED RETAIL
47	24.70
00	110.10
63	162.00
75	91.90
40	73.90
79	41.50
90	99.80
60	84.20
20	168.40
97	51.20
43	77.80
08	162.00
35	71.30
21	63.50
80	94.60
90	99.80
19	115.30
67	35.00
37	19.50
31	68.70
86	45.40
59	31.10
91	48.00
69	36.30
35	18.20
11	58.30
90	99.80
14	112.70
76	40.20
76	40.20
55	81.60
80	94.60
25	13.00
69	36.20
90	99.80
14	112.70
14	112.70
42	22.10
67	35.00
67	35.00
37	19.50
25	13.00
12	6.50

THE HARCOP SYSTEM
AUTO CONSUMER SERVICE

MERCURY
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FET (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Tires: Mercury group				
	Extra charge on models with 8.25-15 standard (all ex. wagons, convertibles, Park Lane and Brougham 4 door hardtops w/air cond.).				
	8.25-15 whitewall		2.00	31.76	40.20
	8.55-15 blackwall		.90	14.35	18.20
	8.55-15 whitewall		3.10	49.18	62.20
	H70-15 whitewall belted		5.20	98.50	103.70
	Extra charge on models with 8.55-15 standard (convertibles, wagons, Park Lane and Brougham 4 door hardtops w/air cond.).				
	8.55-15 whitewall		2.20	34.84	44.10
	H70-15 whitewall belted		4.30	67.62	85.50
44-5	Transmission: HD 3 Spd. Man.	Montego group and Cougar w/390 w/4 bbl. carb.	3.90	62.50	79.10
	4-Speed Manual	Cougar	10.30	161.09	204.70
		Montego group w/351 or 390 eng.	9.80	153.60	194.30
44-W	Select Shift Merc O Matic	Montego group 6 cyl.	10.10	158.62	191.30
		Montego group w/302 eng.	10.40	163.74	197.40
		Montego group, Cougar w/351 eng.	10.90	170.90	216.10
		Cougar & Montego w/390, 428 eng. ex. Cyclone CJ	12.00	188.30	227.60
		Cyclone CJ	2.20	34.80	42.00
		Mercury group	12.00	188.53	238.40
	Trim: Comfort-Weave Vinyl	Cougar XR-7 (instead of leather and vinyl)	(3.20)	(51.23)	(64.80)
		Montego MX and Cyclone w/bench seat	1.20	19.47	24.70
	Deluxe Interior	Mercury group	1.40	22.54	28.50
	Ventilation, Comfort Stream	Montego group (std. MX, Brougham)	.70	12.30	15.60
		Cougar	1.30	20.49	25.90
65-1	Wheel Covers: Deluxe	Montego group (NA Cyclone GT), Cougar (NA XR-7), Mercury Monterey and Commuter, Cougar	1.00	16.40	20.80
...	Deluxe w/Medallion	Mercury ex. Monterey, Commuter	2.20	35.86	45.40
		Mercury Monterey, Commuter	1.20	19.47	24.70
65-5	Deluxe w/Spinners	Montego hardtop w/o decor group	1.00	16.40	20.80
		Montego hardtop w/decor group	2.10	32.79	41.50
		Cougar XR-7 or decor group	1.00	16.40	20.80
		Cougar ex. XR-7 or decor group	2.10	32.79	41.50
	Marauder	Marauder	1.00	16.40	20.80
65-4	Wire	Cougar, XR-7 or decor group	2.60	40.99	51.90
		Cougar ex. XR-7 or decor group	3.60	57.30	72.60
		Mercury ex. Monterey, Commuter	2.60	40.99	51.90
		Mercury Monterey, Commuter	3.60	57.30	72.60
65-3	Wheels, Styled Steel	Montego hardtop w/decor grp., Cyclone GT	4.80	75.22	95.20
		Other Montego group	5.80	92.21	116.70
		Cougar, XR-7 or decor group	4.80	75.82	95.90
		Cougar ex. XR-7 or decor group	5.80	92.21	116.70
52-1	Windows: Power	Montego MX, Brougham, Cyclone	5.30	82.99	105.00
		Mercury group	5.50	87.09	110.20
		Cougar	5.30	82.99	105.00
52-2	Power Tailgate	Montego MX wagon	1.70	27.67	35.00
		Mercury wagon (std. Colony Park)	1.70	27.67	35.00
59-4	Windshield Wipers, Interval Selector	All	.80	13.32	16.90

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THE NANCOR SYSTEM
AUTO-CONSUMER SERVICE

1969 OLDSMOBILE

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: Armrests, [illegible] front & rear seat w. front retractors; brakes, dual master cylinder w. warning light; [illegible] locks; [illegible] pump; [illegible]; 4-way hazard warning; directional signal w. [illegible]; heater & defroster; instrument panel & visors & windshield pillars, padded; lights, backup & side marker; mirrors, inside day-night and outside rearview; folding seatback latches; windshield washers & dual speed wipers; shoulder belts.

F-85

F-85: Basic equipment, plus: 6 cyl. 250 155 h.p. engine; parking brake signal light; 7.75-14 tires.

Cutlass: Basic and F-85 equipment, plus: carpeting; deluxe steering wheel. Cutlass "S" has foam padded front seat, convertible has Strato bucket seats & glass rear window.

Cutlass Supreme: Basic and Cutlass equipment, plus: 8 cyl. [illegible] h.p. engine; custom sport seat on Holiday Sedan, Strato bucket seats on convertible, foam padded bench seat on Holiday Coupe, Sports Coupe.

4-4-2: Basic and Cutlass Supreme equipment, plus: 8 cyl. 400 [illegible] h.p. engine w. floor mounted 3 speed manual transmission; [illegible] shock absorbers & stabilizers; louvers; dual exhaust; Strato bucket or foam padded front bench seats; high rate springs; heavy-duty wheels; F70-14 Red Stripe tires.

Vista Cruiser: Basic equipment, plus: 8 cyl. 350 250 h.p. engine; glass, tinted Vista roof; tires, 8.25-14; courtesy, front light; steering wheel, deluxe; visors, padded; second seat compartment, below deck; panels, exterior wood grained vinyl.

OLDSMOBILE

Delta 88: Basic equipment, plus: carpeting; 8 cyl. 250 h.p. engine; parking brake signal light; tires, 8.55-14; wheel discs. [illegible] has [illegible] h.p. 425 engine.

Delta Custom 88: Basic and Delta 88 equipment, plus: 8-cyl. 455 310 h.p. engine; lights, glove box and courtesy; seat, foam padded custom sport front; steering wheel, deluxe; wheel discs.

Delta 88 Royale: Basic and Delta Custom 88 equipment, plus: clock; vinyl roof; wood grain dash; cloth and vinyl interior.

Ninety Eight: Basic equipment, plus: carpeting; clock; 8 cyl. [illegible] h.p. engine; lights, parking brake, glove box and courtesy; power brakes; power steering; power windows and 2-way power seat (ex. Town Sedan); foam-padded front seat; Turbo Hydra-Matic transmission; tires, 8.85-15; wheel discs.

Toronado: Basic equipment, plus: carpeting; clock; parking brake signal light; lighter; foam-padded front seat; 8-cyl. 375 h.p. engine; power steering and brakes; Turbo Hydra-Matic Drive; steering wheel, deluxe; tires, 8.85-15.

GROUP CODE	MODELS	FREIGHT	[illegible] COST	SUGGESTED [illegible]
F-85	L-6 SERIES			
3569	Sedan: Cutlass Town	74.00	2319.87	2779.00
3539	Cutlass Holiday	74.00	2427.31	2910.00
3177	Coupe: Club	74.00	[illegible]	2815.00
3577	Cutlass Sports "S"	74.00	2286.73	2723.00
3587	Cutlass Holiday "S"	74.00	[illegible]	[illegible]
3567	Convertible, Cutlass "S"	76.00	[illegible]	3057.00
3535	Wagon Cutlass	76.00	2593.02	3114.00
	CUTLASS SUPREME SERIES V-8			
4269	Sedan: Town	74.00	2497.11	2985.00
4239	Holiday	74.00	[illegible]	[illegible]
4287	Coupe, Holiday	74.00	2577.44	3093.00
	4-4-2 SERIES V-8			
4477	Coupe: Sports	74.00	2663.02	3198.00
4487	Holiday	74.00	2715.42	[illegible]
4467	Convertible	76.00	2872.03	[illegible]
	VISTA-CRUISER SERIES V-8			
4855	Vista-Cruiser: 2-seat	76.00	2922.63	3516.00
4865	3-seat	76.00	3040.17	[illegible]
OLDSMOBILE	DELTA 88 SERIES			
5469	Sedan: Town	102.00	2589.14	3207.00
5439	Holiday	102.00	2691.39	[illegible]
5437	Coupe, Holiday	102.00	2631.95	[illegible]
5467	Convertible	105.00	2876.64	3570.00
	DELTA CUSTOM 88 SERIES			
6469	Sedan: Town	102.00	2749.29	3517.00
6439	Holiday	102.00	2850.49	[illegible]
6437	Coupe: Holiday	102.00	2822.05	[illegible]
	DELTA 88 ROYALE			
6647	Coupe, Holiday	102.00	3064.97	3921.00
	NINETY-EIGHT SERIES			
8469	Sedan: Town	102.00	3430.65	[illegible]
8439	Holiday	102.00	3640.23	[illegible]
8669	Luxury	102.00	3698.90	[illegible]
8639	Luxury Hardtop	102.00	[illegible]	[illegible]
8457	Coupe, Holiday	102.00	3591.80	[illegible]
8467	Convertible	105.00	3793.45	[illegible]
	TORONADO SERIES			
9487	Toronado	102.00	3880.07	4920.00
	ADD FOR STD V-8 ENGINE (L-6 Series only)		91.05	111.00

[illegible]

Factory recommended dealer preparation and conditioning: F-85 group, $30.00; Delta 88 series, $55.00; Delta Custom 88 series and Delta 88 Royale, $60.00; Ninety Eight series, $75.00; Toronado, $80.00

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OLDSMOBILE
1969 ACCESSORIES

THE [illegible]
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]	[illegible]
	Accessory Group 1 (2 dr. Models) [illegible] door light (Toronado only)	F-85	5.41	82.71	[illegible]
		Cutlass ex. convertible	4.61	70.51	[illegible]
		Cutlass convertible	4.50	68.80	[illegible]
		Cutlass Supreme, 4-4-2	4.69	71.69	[illegible]
		Delta 88	6.20	94.80	[illegible]
		Delta Custom 88	5.40	82.50	[illegible]
		Delta 88 Royale	5.26	80.26	[illegible]
		Ninety Eight, Toronado w/o Cust. Int. Trim	6.00	91.60	[illegible]
		Toronado w/Custom Interior Trim	6.66	101.86	[illegible]
	Accessory Group 1 (4 dr. Models)	Cutlass wagon	4.71	72.01	[illegible]
		Vista Cruiser	4.61	70.41	91.1[illegible]
		4-door ex. wagons—use 2 door prices and add	.19	2.89	[illegible]
	Accessory Group 2 (2 dr. Models) All of group 1 [illegible] lid latch.	F-85	7.32	102.71	[illegible]
		Cutlass ex. convertible	6.71	93.19	[illegible]
		Cutlass convertible	6.09	93.19	[illegible]
		Cutlass Supreme, 4-4-2 ex. convertible	6.60	101.09	[illegible]
		4-4-2 convertible	6.09	93.19	[illegible]
		Delta 88 ex. convertible	8.22	125.0[illegible]	[illegible]
		Delta 88 convertible	7.79	119.09	[illegible]
		Delta Custom 88	6.99	106.89	[illegible]
		Delta 88 Royale	6.00	91.60	11[illegible]
	Accessory Group 2 (4-dr. Models Only)	Cutlass wagon	6.20	94.80	122.70
		Vista Cruiser	6.10	93.20	120.60
		Cutlass, Cutlass Supreme sedan — use 2-door prices and add	.32	4.82	6.32
		All others, use 2-door prices and add	.19	2.89	3.69
	Accessory Group 1 or 2: W/AM-FM Radio	Use group 1 or 2 prices and add:			
		F-85 group	3.25	49.55	64.25
		Oldsmobile group (w/Rad o code U59)	4.39	67.09	86.39
	W/AM/FM Stereo Radio	Use group 1 or 2 prices and add:			
		F-85 group	8.52	130.12	16[illegible]
		Oldsmobile group	7.64	116.74	15[illegible]
D15	Interior Decor, Deluxe Brite door & quarter armrest back plates	F-85	1.05	16.05	[illegible]
Y67	Interior Equipment, Deluxe	Cutlass coupe	.64	9.74	[illegible]
		Delta 88 Holiday coupe	1.12	17.12	[illegible]
		Delta 88 Holiday sedan	1.54	23.54	[illegible]
		Delta 88 Town sedan	1.01	15.41	[illegible]
		Delta 88 convertible	1.70	26.00	33.70
Y60	Mirror & Light Package [illegible] mirror map light, courtesy & warning door light (Toronado).	F-85 & Cutlass ex. wagon, conv.	.83	12.73	16.[illegible]
		F-85 wagons ex. Vista-Cruiser, Delta 88, Delta Custom 88	.74	11.34	14.74
		Cutlass conv., Cutlass Supreme, 4-4-2	.72	11.02	14.3[illegible]
		Vista-Cruiser	.64	9.74	12.64
		Delta 88 Royale, Ninety Eight, Toronado w/o Cust. Int. Trim	.60	9.10	11.[illegible]
		Toronado w/Trim	1.26	19.26	24.[illegible]
W34	Performance Package High perf. [illegible] trans., dual exhaust	Toronado	2.39	36.59	47.3[illegible]
C60	Air Conditioner: Four Season	F-85 group	18.99	290.29	375.[illegible]
		Oldsmobile group (power steering req. on Delta 88, Delta Custom 88)	21.28	325.28	421.2[illegible]
C61	Comfortron	Oldsmobile group (power steering req.)	25.27	386.27	[illegible]
C51	Air Deflector, Rear Window	Wagon, Vista Cruiser	.84	12.84	[illegible]
U71	Antenna, Power: Front Mounted:	Oldsmobile group	1.60	24.40	31.[illegible]
U75	Rear Mounted.	All ex. wagon, Oldsmobile group	1.60	24.40	31.[illegible]
G80	Axle, Rear, Anti Spin	F-85 group	2.13	32.53	42.1[illegible]
		Oldsmobile group ex. Toronado	2.35	35.95	46.[illegible]
T60	Battery, Special	8-cyl. F-85 group (std. 4-4-2. Req. w/L31 eng.)	.37	5.67	7.37

COR·SYSTEM
ER SERVICE

TOTAL COST	SUGGESTED RETAIL
82.71	107.01
70.51	91.21
68.80	89.10
71.69	92.79
94.70	122.70
82.50	106.80
80.26	103.96
91.60	118.70
101.76	131.86
72.01	93.21
70.41	91.11
2.89	3.69
102.71	132.82
93.19	120.69
93.19	120.69
101.00	130.70
93.19	120.69
125.62	162.72
119.09	154.29
106.89	138.49
91.60	118.70
94.80	122.70
93.20	120.60
4.82	6.32
2.89	3.69
49.55	64.25
67.09	86.89
130.12	168.52
116.74	151.14
16.05	20.80
9.74	12.64
17.12	22.12
23.54	30.54
15.41	20.01
26.00	33.70
12.73	16.43
11.34	14.74
11.02	14.32
9.74	12.64
9.10	11.80
19.26	24.96
36.59	47.39
290.29	375.99
325.28	421.28
386.27	500.27
12.84	20.84
24.40	31.60
24.40	31.60
32.53	42.13
35.95	46.60
5.67	7.37

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AUTO CONSUMER SERVICE

OLDSMOBILE
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
A65	Belts: Shoulder [illegible] Front	Conv. (ex. [illegible] seat belts)	1.33	20.33	[illegible]
AS4	Deluxe Rear	All w. Deluxe seat belts ex. 3 seat Vista Cruiser	1.33	20.33	26.33
		3 seat Vista Cruiser w. Deluxe seat belts	2.66	40.66	52.66
AS1	Standard Front	Conv. ex. Ninety Eight	1.17	17.87	23.17
AS5	Standard, Rear	All ex. 3 seat Vista Cruiser, Ninety Eight	1.17	17.87	23.17
		3 seat Vista Cruiser	2.34	35.74	45.34
A39	Seat: Deluxe Front & Rear Including retractors	Convertible w. bench seat	.53	8.13	10.53
		Convertible w/bucket seats	.46	6.96	8.96
W39	Deluxe Front & Rear Seat and Rear Shoulder	F-85 group ex. conv., 3 seat wag. or Oldsmobile group ex. conv., 98 w. bench seats	.69	10.59	13.69
		Cutlass Supreme, 4-4-2 coupe w. bench seats, Cutlass Supreme, Royale, Toronado w. bucket seats	.61	9.31	12.11
		3-seat Vista Cruiser w/bucket seats	.85	13.05	16.85
J50	Brakes: Power	F-85 group	2.10	32.10	41.60
		Oldsmobile group (std. Ninety Eight, Toronado)	2.13	32.53	42.13
JL2	Power Disc, Front	F-85 group (NA w. 2-speed manual trans.)	3.25	49.65	64.25
		Oldsmobile group ex. Ninety Eight, Toronado	3.93	60.13	77.93
		Ninety Eight, Toronado	2.66	40.66	52.66
B30	Carpeting: Floor	F-85 (ex. Cutlass) (std. Vista Cruiser)	.96	14.66	18.96
B39	Cargo Area	Wagon, Vista Cruisers	.80	12.20	15.80
V55	Carrier, Luggage	Wagon, Vista Cruisers	3.19	48.79	63.19
U35	Clock, Electric	All (std. Delta 88 Royale, Ninety Eight, Toro.)	.85	13.05	16.85
D55	Console, Sports (Bucket Seats Req.)	Cutlass, Cutlass Supreme ex. sedans (NA man. col. shift); 4-4-2, Delta 88 Royale	3.09	47.19	61.09
		Toronado w/bucket seats	2.56	39.06	50.56
K30	Cruise Control, Automatic Power brakes and auto. trans. req. (NA w/V-8 option)	F-85 group (NA 6-cylinder)	2.93	44.73	57.93
		Oldsmobile group	3.19	48.79	63.19
C50	Defogger: Rear Window	All ex. Toronado (NA convertible, wagon)	1.12	17.12	22.12
C49	Rear Window Electric	Toronado w. tinted glass	2.39	36.59	47.39
A93	Door Locks, Power, All Doors	All 2-door	2.26	34.56	44.76
		All 4-door	3.46	52.86	68.46
	Engine: (In Addition To Cost Of Appropriate Standard V-8)				
L65	V-8 350 w/2-bbl. Carb.	Cutlass Supreme (less than std. 350 w/4-bbl carb.)	(1.70)	(26.00)	(33.70)
L74	V-8 350 H.C. w/4-bbl. Carb.	F-85 group ex. Cutlass Supreme, 4-4-2	2.39	36.59	47.39
L31	V-8 400 H.C. w/4-bbl. Carb.	Vista Cruiser	6.12	93.52	121.12
L30	V-8 455 w/2-bbl. Carb.	Delta 88	3.19	48.79	63.19
L31	V-8 455 H.C. w/4-bbl. Carb. Automatic transmission req.	Delta 88	5.59	85.39	110.59
		Delta Custom 88, Delta 88 Royale	2.39	36.59	47.39
L32	V-8 455 Hi-perf. w/4-bbl. Carb.	Delta 88	7.13	108.93	141.13
		Delta Custom 88, Delta 88 Royale	3.93	60.13	77.93
Y72	Engine Cooling, Heavy-Duty	All w/air cond. ex. Toronado	1.06	16.26	21.06
		All w/o air cond.	2.93	44.73	57.93
		Toronado w/air cond.	.27	4.07	5.27
N10	Exhausts, Dual	8 cyl. F-85 group ex. wagon, 4-4-2	1.53	23.33	30.23
BG1	Floor Covering, HD Vinyl, Front and Rear	Delta 88 and Delta Custom 88 Town sedans	.53	8.13	10.53
B32	Floor Mats, Auxiliary: Front	All ex. Toronado	.37	5.67	7.37
		Toronado	.50	7.70	10.00
B33	Rear	All ex. Toronado	.36	5.56	7.16
		Toronado	.37	5.67	7.37
B36	Heavy Duty, Trunk	Oldsmobile group	.40	6.10	7.90
F35	Frame, Heavy Duty Guard Beam	Olds. group ex. conv., Toronado	.91	13.91	18.01
A01	Glass, Tinted All Windows	F-85 group	1.97	30.07	38.97
		Oldsmobile group ex. Toronado	2.23	34.13	44.13
		Toronado	2.39	36.59	47.39
AA3	Roof, Chrome Coated	Vista Cruisers	1.06	16.26	21.06
A02	Windshield Only	F-85 group	1.33	20.33	26.33
		Oldsmobile group	1.49	22.79	29.49

OLDSMOBILE
1969 ACCESSORIES

THE [illegible] SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]	[illegible]
U89	Harness, Trailer, Electric Wiring	All	.53	8.13	[illegible]
A82	Headrest	All ex. Ninety Eight, Toronado	.85	13.05	[illegible]
		Ninety Eight, Toronado	.90	[illegible]	[illegible]
W30	Induction System, Force Air	4-4-2	13.30	203.30	[illegible]
W31		F-85, Cutlass coupe, conv	15.09	[illegible]	[illegible]
T87	Lights: Cornering	Olds group (NA man. trans. w/col. shift)	1.85	28.05	[illegible]
U29	Instr. Panel Courtesy	F-85 group 2-door coupes	.32	4.92	[illegible]
		F-85 group 4-door models	.64	9.74	[illegible]
		Delta 88 ex. conv.	.43	6.53	[illegible]
V56	Luggage Locker, Under Floor	Vista Cruisers, wagons	.64	9.74	[illegible]
D33	Mirror, Outside Remote Control	All	.53	8.13	[illegible]
	Moldings:				
B84	Bodyguard Side	Delta 88	.64	9.74	[illegible]
B93	Door Edge Guard	2-door	.27	4.07	[illegible]
		4-door	.46	6.96	8.96
B80	Roof Drip	Cutlass Town sedan, wagon; Delta 88 Holiday coupe, Town sedan (incl. w/vinyl roof on sedans)	.69	10.59	13.69
B90	Side Window Frame	F-85, Cutlass Sports coupe, Delta 88 Town sedan	1.06	16.26	21.06
B85	Side Window Sill	All ex. F-85, Cutlass "S", 4-4-2, Delta 88 Royale, Ninety-Eight, Toronado	.99	15.09	19.49
B96	Wheel Openings	Cutlass "S"	.80	12.20	[illegible]
M55	Oil Cooler, Auto. Trans. Aux.	All 8-cyl.	.80	12.20	[illegible]
D99	Paint: Two-Tone	Wagon, Vista Cruiser	1.08	16.48	[illegible]
		F-85 group ex. conv., wagon	1.57	23.97	[illegible]
		Oldsmobile group ex. conv., Toronado	2.13	32.53	[illegible]
Y66	Two-Tone Special	Wagon, Vista Cruiser	5.29	[illegible]	[illegible]
		F-85 group ex. conv., wagon	5.79	[illegible]	[illegible]
		Oldsmobile group ex. conv., Toronado	6.33	96.73	[illegible]
Y62	Special	All	4.20	64.20	[illegible]
W40	Special Firemist	All	8.01	122.41	[illegible]
Y70	Stripe: G.T.	Toronado (NA Toronado w/vinyl roof)	.53	8.13	[illegible]
W42	Hood	4-4-2	.96	14.66	[illegible]
Y73		Cutlass "S"	.53	8.13	[illegible]
V01	Radiator, Heavy-Duty	8-cyl. F-85 group w/Force Air Induction ex. Vista-Cruiser	1.06	16.26	21.06
		4-4-2 w/o Force-Air Induction	1.86	28.46	[illegible]
V02		8-cyl. F-85 group w/3.42 axle (NA Vista-Cruiser)	.80	12.20	[illegible]
U63	Radio: Deluxe Push-button	F-85 group	3.51	53.71	[illegible]
		Oldsmobile group	4.39	67.09	[illegible]
U69	AM/FM	F-85 group	6.76	103.26	[illegible]
U59	AM/FM Signal Seeker	Oldsmobile group	8.73	[illegible]	[illegible]
U58	AM/FM Stereo	All	12.03	[illegible]	[illegible]
U80	Rear Speaker, [illegible]	All (incl. w/stereo radio)	.85	13.05	[illegible]
U21	Rocket Rally Pac	8-cyl. F-85 group (incl. electric clock w/tach.)	4.26	65.06	[illegible]
C08	Roof Covering, Vinyl	F-85 group ex. conv., wagons	5.05	77.25	[illegible]
		Delta 88 and Delta Custom 88 ex. conv.	6.12	93.52	[illegible]
		Ninety-Eight ex. conv.	6.92	105.72	[illegible]
		Toronado	6.38	97.58	[illegible]
U15	Safety Sentinel	All ex. Toronado	.59	8.99	[illegible]
A52	Seat: Front Bench	Cutlass "S" conv., 4-4-2 (NA Console)	(3.46)	([illegible])	([illegible])
AM6	Front, Divided	Ninety Eight Luxury Sedan	3.99	[illegible]	[illegible]
B50	Front, Foam Cushion	F-85, Cutlass ex. "S"	.48	7.29	[illegible]
		Delta 88 (incl. w/deluxe int. equip.)	.59	[illegible]	[illegible]
A74	Heavy Duty, Front & Rear	Delta 88 sedans	.77	11.77	[illegible]
A51	Strato Bucket	Cutlass "S" coupe	3.46	52.86	[illegible]
	Seat Adjuster:				
A41	4-way Power Bench	F-85 group w/bench seat	3.72	56.92	73.72
A46	4-way Power Bucket (Driver)	Cutlass "S", Cutlass Supreme coupe, 4-4-2, Delta 88 Royale, Toronado w/Strato Bucket seat	3.72	56.92	73.72
A42	6-way Power Bench	Delta 88, Custom 88, Royale, Ninety-Eight Town sedan, Toronado	5.05	77.25	[illegible]
		Ninety-Eight ex. Town sedan	3.72	56.92	[illegible]
A61	6-way Power: Driver	Ninety-Eight Luxury sedan	3.72	56.92	[illegible]
A62	Pass.	Ninety-Eight Luxury sedan	5.05	77.25	[illegible]

OR·SYSTEM
OR SERVICE

8.13	10.53
13.05	16.85
13.80	17.90
53.30	263.30
31.69	310.69
28.66	36.86
4.92	6.32
9.74	12.64
6.53	8.43
9.74	12.64
8.13	10.53
9.74	12.64
4.07	5.27
6.96	8.96
10.59	13.69
16.26	21.05
15.09	19.49
12.20	15.80
12.20	15.80
16.48	21.33
23.97	31.07
32.53	42.13
80.89	104.79
88.28	114.28
96.73	125.33
64.20	83.20
122.41	158.51
8.13	10.53
14.66	18.96
8.13	10.53
16.26	21.06
28.46	36.86
12.20	15.80
53.71	69.51
67.09	86.89
103.26	133.76
134.18	173.78
183.83	238.03
13.05	16.85
65.06	84.26
77.25	100.05
93.52	121.12
95.72	123.92
97.58	126.38
8.92	11.59
(52.16)	(68.46)
60.99	78.99
7.29	9.48
8.99	11.64
11.77	15.27
52.86	68.46
56.92	73.72
56.92	73.72
77.25	100.05
56.92	73.72
56.92	73.72
77.25	100.05

THE·HARCOR·SYSTEM
AUTO-CONSUMER SERVICE

OLDSMOBILE
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
FG2	Shock Absorbers:				
	Special Front and Rear	All ex. 4-4-2, Toronado	.27	4.07	5.27
G66	Superlift Rear	All	2.13	32.53	42.13
G51	Springs, Heavy Duty Rear	All ex. Toronado	.19	2.89	3.69
N40	Steering, Power: Roto-Matic	F-85 group	5.05	77.25	100.05
		Delta 88	5.59	85.39	110.59
N47	Vari-Ratio	Delta Custom 88, Delta 88 Royale	5.85	89.45	115.85
N30	Steering Wheel: Deluxe	F85, Delta 88	.80	12.20	15.80
N42	Dlx. w/Instant Horn	All ex. F-85, Delta 88	.80	12.20	15.80
		F-85, Delta 88	1.60	24.40	31.60
N33	Tilt-Away	All (NA man. trans. w/col. shift)	2.29	34.99	45.29
N37	Tilt & Telescope	Oldsmobile group (NA man. trans. w/col. shift, power brakes req.)	4.26	65.06	84.26
N34	Custom Sport	All ex. F-85, Delta 88, Toronado	.80	12.20	15.80
		Delta 88	1.60	24.40	31.60
U57	Stereo Tape Player (Radio req.)	All w/AM-FM stereo radio	5.91	90.31	116.91
		All w/o AM/FM stereo radio	6.76	103.26	133.76
B01	Suspension: Heavy Duty	Delta 88 ex. conv., Delta Custom 88	.43	6.53	8.43
B07	Heavy Duty w/Rear Stabilizer Bar	Delta 88 ex. conv., Delta Custom 88	.90	13.70	17.80
C28	Tailgate, Drop or Swing	Wagon, Vista Cruiser	2.13	32.53	42.13
N81	Tire Package, Special F70-14 red stripe oval nylon tires and 14x6 JK wheels	Cutlass "S", 8-cyl. F-85 coupe	3.19	48.79	63.19
P26	Tires: Extra charge for whitewall tires:				
	7.75-14 whitewall	F-85 group ex. wagon, 4-4-2, Vista-Cruiser	1.60	24.40	31.60
	8.25-14 whitewall	Wagon, 2-seat Vista-Cruiser	2.02	30.82	39.92
	8.55-14 whitewall	Vista Cruiser	2.21	33.71	43.65
	8.55-15 whitewall	Oldsmobile group ex. Ninety-Eight, Toronado	2.21	33.71	43.65
	8.85-15 whitewall	Ninety-Eight, Toronado	2.46	37.66	48.76
P80	Extra charge for belted whitewall tires:				
	F78, 7.75-14	F-85 group ex. wagon, 4-4-2, Vista Cruiser	4.05	61.85	80.05
	G78, 8.25-14	Wagon, 2-seat Vista Cruiser	4.69	71.69	92.79
	H78, 8.55-14	Vista Cruiser	5.15	78.65	101.90
	H78, 8.55-15	Oldsmobile group ex. Ninety-Eight, Toronado	5.15	78.65	101.90
	J78, 8.85-15	Ninety-Eight, Toronado	5.81	88.81	114.96
P81	Extra charge for belted red stripe tires:				
	F70, 7.75-14	4-4-2	1.33	20.33	26.33
	F70, 7-75-14	F-85 8 cyl.; Cutlass "S"	4.52	69.12	89.52
PL5	Extra charge for wide oval blackwall tires w/white letters:				
	F70, 7.75-14	4-4-2	1.33	20.33	26.33
	F70, 7.75-14	F-85 8 cyl.; Cutlass "S"	4.52	69.12	89.52
PQ9	Extra charge for custom polyester tires				
	7.75-14 whitewall	F-85 group ex. wagon, 4-4-2, Vista-Cruiser	2.50	38.20	49.50
	8.25-14 whitewall	Wagon, 2-seat Vista-Cruiser	3.00	45.90	59.50
	8.55-14 whitewall	Vista Cruiser	3.26	49.76	64.41
	8.55-15 whitewall	Oldsmobile group ex. Ninety-Eight, Toronado.	3.26	49.76	64.41
	8.85-15 whitewall	Ninety-Eight, Toronado	3.65	55.75	72.25
M14	Transmission: 3-spd. HD Fl. Shift	8 cyl. F-85 group ex. wagon (std. 4-4-2)	4.26	65.06	84.26
M20,-21	4-spd. Floor Shift	8 cyl. F-85 group, Vista Cruiser	9.80	149.80	194.80
M31	Jetaway	6 cyl. F-85	9.24	141.24	174.24
		8 cyl. F-85 and Cutlass; Delta 88 ex. conv.	9.80	149.80	184.80
M38	Turbo Hydra-Matic 350	8 cyl. F-85 group ex. 4-4-2, Vista Cruiser	10.92	166.92	205.92
M40	Turbo Hydra-Matic 400	4-4-2, Vista Cruiser, Delta 88, Custom, Royale	12.04	184.04	227.04
M41	H.D. Turbo Hydra-Matic	Delta 88, Custom, Royale	12.83	195.83	242.83
Y71	Trim: Custom	Delta 88 Town sedan w/Y67 interior	4.52	69.12	89.52
		Delta 88 Holiday coupe, sedan w/Y67 interior.	5.85	89.45	115.85
		Delta 88 Holiday coupe w/o Y67	6.38	97.58	126.38
		Delta 88 Holiday sedan w/o Y67	6.59	100.79	130.59
		Delta 88 Town sedan w/o Y67	4.95	75.65	97.95
Y69	Custom Interior w/Bench Seat	Toronado	8.78	134.18	173.78
BC1	Wood Grain Inst. Panel	F-85, Cutlass	.53	8.13	10.53

OLDSMOBILE
1959 ACCESSORIES

THE NARCOP SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]	[illegible]
A91	Trunk Lid Latch, Power	All ex. wagon, Vista-Cruiser	.74	11.34	14.7
C56	Ventilation: Flo-Thru	F-85; Cutlass ex. conv., "S" Holiday coupe; Supreme ex. coupe; 4-4-2 Sports coupe; Vista-Cruiser	.80	12.20	15.
C57	Forced Air	All ex. Toronado	TO BE ANNOUNCED		
P01	Wheel Discs: (14" wheels) Std	F-85 group	1.00	16.20	21.
P02	Deluxe	F-85 group	2.39	36.59	47.
P03		Oldsmobile group ex. Toronado	1.60	24.40	31.
		Toronado	2.02	30.92	40.0
N98	Wheels: Chrome Spider w/Trim Rings	Toronado	4.52	69.12	89.
N99	Heavy-Duty	Oldsmobile group ex. Toronado	.53	8.13	10.
N95	Simulated Wire	F-85 group	3.72	56.92	73.
P05	Super Stock	F-85 group ex. wagon, Vista-Cruiser	4.58	69.98	90.
N66	Super Stock II	F-85 group ex. wagon, Vista-Cruiser	3.72	56.92	73.72
P06	Wheel Trim Rings	Toronado	.93	14.23	18.4
A31	Windows: Power Side	F-85 group (I.A F-85)	5.32	81.32	105.
		Olds. group (std. Ninety-Eight ex. Town sedan)	5.59	85.39	110.
A33	Power Tailgate	F-85 wagon, Vista-Cruiser	1.76	26.85	34.76

COR-SYSTEM
UMER SERVICE

TOTAL COST	SUGGESTED RETAIL
11.34	14.74
12.20	15.80
ANNOUNCED	
16.26	21.06
36.59	47.30
24.40	31.60
30.92	40.02
69.12	89.52
8.13	10.53
55.92	73.72
69.98	90.58
55.92	73.72
14.23	18.43
81.32	105.32
85.39	110.59
26.86	34.76

THE NABCOR SYSTEM
AUTO-CONSUMER SERVICE

1969 PLYMOUTH

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: Armrests, [illegible] warning light, belts, front shoulder, front and rear seat w/ [illegible] heater, hazard warning system, heater and defroster, instrument panel and [illegible] padded [illegible] rearview mirror, [illegible] inside windshield washers, electric windshield wipers, 2 speed electric windfoil type blades and [illegible] side marker lights.

VALIANT

100 Series: Basic equipment, plus 6 cyl. 170 engine, vinyl upholstery, rubber floor mats, 6.50-13 tires (8 cyl., 7.00-13), 30 amp. alternator (8 cyl., 37 amp.), three speed manual transmission.

Signet Series: All of the above, plus carpeting, cigarette lighter, custom padded dash w/deluxe aluminum trim, dual horns, horn ring, exterior trim moldings.

BARRACUDA

Basic equipment, plus 6 cyl. 225 engine, 3 speed manual transmission, 6.95-14 tires, chromed hood louvers, carpeting, pit stop gas cap, Sport Flow ventilation system, bucket seats or "Sport seat" with flip down center armrest, full instrumentation, range lights, trip odometer, power top and glass rear window on convertible, fold down rear seat with recessed latch on Sports Barracuda. Convertible also has glove box lock.

BELVEDERE, FURY

Belvedere Series: Basic equipment, plus 6 cyl. 225 engine, three speed manual transmission, rubber floor covering, all vinyl interior (coupe), cigar lighter, glove box lock, dome light, front door courtesy light switches, sill molding, 7.35-14 tires. Wagon has in addition, hidden storage compartment, dual action tailgate, 8.25-14 tires.

Belvedere Road Runner: Basic and Belvedere equipment, plus 8 cyl. 383 Road Runner engine, 4 speed manual transmission w/floor shift, heavy duty suspension, heavy duty brakes, dual exhaust, special "beep beep" horn, Road Runner name plates and cartoon emblems on doors, deck lid and instrument panel, F70-14 red or white streak tires.

Belvedere Satellite Series: Basic and Belvedere equipment, plus cloth and vinyl interior, carpeting, ash tray light, wheel opening moldings. Convertible has glass rear window, power top. Wagon has, in addition, deluxe all vinyl interior. Three seat wagon has carpeted rear seat compartment, outside rubber step pad, power rear window.

Belvedere Sport Satellite Series: Basic and Satellite equipment, plus V-8 318 engine, deluxe all vinyl interior, foam bucket seats, body side stripe. Wagon has V-8 273 engine, bench front seat w/foam padding, vinyl wood grain body side panels.

Belvedere GTX: Basic and Sport Satellite equipment, plus V-8 440 engine, TorqueFlite automatic or heavy duty 4 speed manual transmission, heavy duty brakes and suspension, dual exhaust, F70-14 red or white streak tires.

Fury I Series: Basic and Belvedere equipment, plus cloth and vinyl interior, carpeting, foam padded seats, windshield and rear window moldings, 8.25-14 tires.

Fury II Series: Basic and Fury I equipment, plus nylon carpeting, body side molding. Custom Suburban wagon has, in addition, 8.55-14 tires, all vinyl interior, V-8 318 engine. Three seat wagon has power tailgate window, rear bumper guards w/step pads.

Fury III Series: Basic and Fury II equipment, plus deluxe interior, body moldings, dual taillights, clock, glove box and trunk lights. 4 door hardtop, convertible, wagon have V-8 318 engine. Sport Suburban wagon has wood grain body side trim.

Sport Fury Series: Basic and Fury III equipment, plus V-8 318 engine, bucket seats, choice of armrest/seat cushion center unit or console, all vinyl interior, sport steering wheel, sport wheel covers, fender mounted turn signal indicators. Fast Top has flow through ventilation.

VIP Series: Basic and Fury III equipment, plus V-8 engine, flowthrough ventilation, deluxe fabric interior w/vinyl trim, simulated wood paneling, deluxe wheel covers, fender mounted turn signal indicators, ignition switch light w/time delay shutoff.

GROUP	CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
VALIANT		100 SERIES			
	VL21	Sedan: 2 door	56.00	1998.73	2346.00
	VL41	4 door	56.00	2037.41	2393.00
		SIGNET SERIES			
	VH21	Sedan: 2 door	56.00	2090.31	2457.00
	VH41	4 door	56.00	2128.98	2504.00
BARRACUDA					
	BH23	Hardtop	56.00	2301.35	2713.00
	BH29	Fastback	56.00	2328.62	2746.00
	BH27	Convertible	56.00	2550.44	3015.00
BELVEDERE		BELVEDERE SERIES			
	RL21	Sedan: 2 door	61.00	2161.14	2553.00
	RL41	4 door	61.00	2193.29	2592.00
	RL45	Wagon	65.00	2466.20	2927.00
		ROAD RUNNER SERIES V-8			
	RM21	Coupe	61.00	2520.73	2960.00
	RM23	Hardtop, 2 door	61.00	2634.50	3127.00
	RM27	Convertible	65.00	2824.17	3361.00
		SATELLITE			
	RH41	Sedan	61.00	2264.94	2670.00
	RH23	Hardtop	61.00	2284.87	[illegible]
	RH27	Convertible	65.00	2462.94	[illegible]
	RH45	Wagon: 2 seat	65.00	2563.48	[illegible]
	RH46	3 seat	65.00	2653.43	[illegible]
		SPORT SATELLITE SERIES V-8			
	RP23	Hardtop	61.00	2469.65	2927.00
	RP41	Sedan: 4 door	61.00	2492.65	[illegible]
	RP27	Convertible	65.00	2632.87	[illegible]
	RP45	Wagon: 2 seat	65.00	2764.75	[illegible]
	RP46	3 seat	65.00	2854.69	[illegible]
		GTX SERIES V-8			
	RS23	Hardtop	61.00	[illegible]	[illegible]
	RS27	Convertible	65.00	3089.74	[illegible]

THE NARCOF SYSTEM
AUTO-CONSUMER SERVICE

PLYMOUTH

CODE	MODELS	FREIGHT	TOTAL COST	
FURY	FURY I SERIES			
PE21	Sedan: 2 door	70.00	2205.83	[illegible]
PE41	4 door	70.00	2239.60	[illegible]
PE45	Wagon, Suburban	74.00	2622.43	[illegible]
	FURY II SERIES			
PL21	Sedan: 2 door	70.00	2293.75	[illegible]
PL41	4 door	70.00	2315.9[illegible]	[illegible]
PL45	Wagon, Cust. Sub.: 2 seat	74.00	2783.55	[illegible]
PL46	3-seat	74.00	2855.20	[illegible]
	FURY III SERIES			
PM41	Sedan	70.00	2424.20	[illegible]
PM23	Hardtop: 2 door	70.00	2440.93	[illegible]
PM43	4 door V-8	70.00	2562.63	[illegible]
PM27	Convertible	74.00	2695.63	[illegible]
PM45	Wagon, Sport Sub.: 2 seat	74.00	2932.65	[illegible]
PM46	3-seat	74.00	3005.25	3775.[illegible]
	SPORT FURY SERIES V-8			
PH23	Hardtop	70.00	2663.40	[illegible]
PH27	Convertible	74.00	2835.60	[illegible]
	VIP SERIES V-8			
PP23	Hardtop: 2 door	70.00	2741.25	[illegible]
PP43	Fast Top, 4 door	70.00	2781.23	[illegible]
ADD FOR STANDARD V-8 ENG. (6 cyl. only):				
	Valiant group		91.58	111.00
	Barracuda group		87.50	106.00
	Belvedere group		74.28	90.00
	Fury group		82.50	105.00

Standard V-8 engine: Valiant group, 273 engine, 190 h.p.; GTX, 440 engine, 375 h.p.; All ex. Valiant, Road Runner, GTX, 318 [illegible] 230 h.p.; Road Runner, 383 engine, 335 h.p.
Factory suggested dealer preparation & conditioning: Valiant & Barracuda groups, $20.00; Belvedere group, $25.00; Fury group, $[illegible]

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
A04	**Basic Group** Radio, variable speed windshield wipers w/electric washers (except Barracuda), 3 spd. [illegible] groups), [illegible] outside mirror, power steering [illegible] front seat cushions (except w/std. bucket seats), power brakes (Fury group)	Valiant group w/o bucket seats	4.90	70.20	90.50
		Valiant Signet w/bucket seats	4.45	63.50	82.00
		Barracuda group w/AM radio	9.15	132.55	167.75
		Barracuda group w/AM/FM radio	12.95	189.55	241.15
		Belvedere group w/AM radio	9.40	137.00	177.[illegible]
		Belvedere group w/AM/FM radio	13.20	193.70	250.00
		Belvedere group w/AM radio & stereo tape	16.40	241.05	312.10
		Fury group w/AM radio	11.65	170.15	220.35
		Fury group w/AM radio & stereo tape	18.65	274.20	355.05
		Fury group w/AM/FM stereo radio	17.35	262.[illegible]	340.05
A56	**"Cuda 340" Package** 340 275 h.p. eng., [illegible] shocks, HD suspension, 4-spd. trans., hood scoops and tape stripes, dual exhaust, E70-14 [illegible] tires, 14"x5" HD wheels, special trim (NA Formula S Pkg., Sport Stripe)	Barracuda ex. conv.	16.85	250.00	309.35
A57	**"Cuda 383" Package** Same as 340 pkg. ex. has 383 330 h.p. engine.	Barracuda ex. conv.	18.85	278.70	344.75
A55	**Custom Trim Package** Deluxe [illegible] steering wheel [illegible] rest bases, [illegible] molding	Belvedere sedan and wagon	1.30	18.70	24.20
A53	**Formula S Package** [illegible] dual exhaust, 14"x[illegible] wheels, E70-14 [illegible] HD [illegible]	Barracuda w/8 cyl. 340 engine ex. conv.	10.15	147.80	186.30
		Barracuda conv. w/8 cyl. 340 eng.	8.85	129.15	162.15
		Barracuda w/8 cyl. 383 engine ex. conv.	12.15	175.[illegible]	221.65
		Barracuda conv. w/8 cyl. 383 eng.	10.85	157.55	197.55
S13	**HD Suspension Package** HD [illegible] Road Runner, GTX, 440 Commando or 426 Hemi eng.)	Valiant & Barracuda group w/6 cyl. engine	.85	11.40	14.75
		Valiant & Barracuda group w/8 cyl. 318 eng.	.70	8.85	11.45
		Belvedere group ex. wagon, Fury group ex. wagon or w/383 engine	1.25	17.65	23.25
		Belvedere group wagon	.75	9.90	[illegible]
		Fury wagon or w/383 engine	.75	9.90	12.80

PLYMOUTH

TOTAL COST	SUGGESTED RETAIL
205.83	2754.00
239.60	2797.00
622.43	3288.00
293.75	2866.00
315.90	2894.00
783.55	3493.00
835.70	3584.00
2424.20	3032.00
2440.93	3053.00
2562.63	3208.00
595.63	3381.00
452.65	3708.00
3005.25	3775.00
2663.40	3336.00
2835.60	3559.00
2741.25	3435.00
2781.23	3486.00
91.58	111.00
87.50	106.00
74.28	90.00
82.50	105.00

l Runner, GTX, 318 engine.

$25.00, Fury group, $40.00.

L T	SUGGESTED RETAIL
.20	90.90
.50	82.60
.85	167.75
.55	241.15
.00	177.40
.70	250.80
.05	312.10
15	220.35
.20	355.05
60	340.05
00	300.35
.70	344.75
70	24.20
50	186.30
15	162.15
50	221.65
55	197.55
40	14.75
85	11.45
95	23.25
0	12.80
0	12.80

THE·NADCOR·SYSTEM
AUTO·CONSUMER SERVICE

PLYMOUTH
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
A86	**Interior Decor Group** Wood grain [illegible] instrument panel, luxury [illegible] trays, rear [illegible] carpet [illegible] C73 req'd. on Fastback).	Barracuda hardtop w/o "Cuda" pkg.	4.90	72.05	93.30
		Barracuda hardtop w/ "Cuda" pkg.	8.75	12[illegible]	16[illegible]
		Barracuda Fastback w/o "Cuda" pkg.	5.70	83.70	10[illegible]
		Barracuda Fastback w/ "Cuda" pkg.	9.55	140.10	181.35
		Barracuda convertible	4.50	65.70	85.05
A01	**Light Package** Valiant group: Ash tray, glove box, ignition switch w/time delay, trunk, fender mtd. turn signal indicators, [illegible]. Belvedere group: Ignition switch w/ time delay, [illegible] courtesy, ash tray, glove box, fender mounted turn signal indicator, trunk (cargo on wagon). Fury group: Ignition switch w/time delay, ash tray, glove box, trunk (cargo on wagon, 3rd seat) [illegible] mounted turn signal indicator, front door courtesy switch (4 door), reading and dome (N/A conv.).	Valiant & Barracuda group, Fury I, II 2-door sedans	1.75	25.35	32.[illegible]
		Fury I, II 4 door ex. 2-seat wagon	1.85	26.80	34.75
		Belvedere group 2-door	1.60	22.85	29.60
		Belvedere group 4 door	1.70	24.50	31.75
		Fury II 3-seat wagon	1.60	22.00	28.50
		Fury III 2 door ex. conv.	1.25	17.60	22.80
		Fury III conv.	1.00	13.40	17.35
		Fury III 4-door, Sport Suburban	1.30	19.20	24.[illegible]
		Sport Fury, VIP	.60	8.35	10.80
A62	**Rallye Cluster Group** Wood grain applique across instrument panel, special speedometer, odometer.	Barracuda group	.40	4.85	6.30
A87	**Road Runner Decor Group** Custom vinyl trim, [illegible] front arm rests w/ash trays, bright arm rest bases, deluxe steering wheel w/ partial horn ring, bright [illegible] trim and exhaust outlets (ex. Calif.).	Road Runner coupe	4.25	62.95	81.50
A06	**Sport Group** Includes Rallye Cluster group plus sport steering wheel, custom sill molding w/black paint below mldg.	Barracuda group (N/A w/"Cuda" pkg.)	2.85	39.20	50.75
A34	**Super Track Pak** Same as Track Pak plus HD 9¾" Dana 4.10 ratio axle, power brakes w/front disc. (w/426 or 440 eng. w/4 spd. man. trans.)	Road Runner, GTX	13.35	198.10	256.45
A33	**Track Pak** HD 4-spd trans., Hurst shifter w/wood grain knob, sure grip differential, HD 9¾" Dana 3.54 ratio axle, 7 blade torque drive fan, dual breaker distr., 26" high perf. radiator w/fan shroud. (Req. w/426 or 440 eng. w/4 spd. man. trans.; N/A w/383 4 bbl. eng. or auto. trans.)	Road Runner, GTX	7.45	110.35	142.85
A35	**Trailer Towing Package** Maximum capacity cooling system, HD suspension, HD brakes, [illegible] flasher, HD stoplight switch, wide rim wheels, perf. [illegible] axle (Torqueflite, oversize tires req.).	Valiant, groups w/6 cyl. 225 engine	3.20	46.55	60.25
		Valiant, groups w/6-cyl. 225 engine w/disc brakes, 8 cyl. 273 engine	2.10	30.80	39.90
		Valiant, Barracuda groups 8 cyl. 273 eng. w/air cond.	1.60	22.70	29.40
		Valiant, Barracuda groups w/8 cyl. 318 eng.	1.40	20.10	26.05
		Valiant, Barracuda groups w/8 cyl. 318 eng. & air cond.	.90	12.05	15.60
		Barracuda w/8 cyl. 340 eng.	.85	11.40	14.75
		Barracuda w/8-cyl. 340 eng. & air cond.	.30	3.30	4.25
		Belvedere group ex. Road Runner, GTX or wagons (NA 6 cyl. or V-8 426 eng.); Fury group w/V-8 318 eng. ex. wagon	3.75	54.75	70.90
		Belvedere group w/air cond. ex. Road Runner, GTX (NA 6 cyl. or V-8 426 eng.), Belvedere group wagons w/o air cond., Fury group wagons and models w/V-8 383 eng.	3.20	46.65	60.40
		GTX, Road Runner w/o air cond.; Fury group w/440 375 h.p. eng.	1.40	19.55	25.30
		Road Runner, GTX w/air cond.	.85	11.40	14.75
		Fury group w/V-8 318 eng. & air cond. ex. wagon	3.20	46.65	60.40
		Belvedere group wagons w/air cond., Fury group w/V-8 383 eng. & air cond. or wagons	2.00	33.50	43.[illegible]
		Fury group w/440 eng. & air cond.	.85	11.40	14.75
A07	**Turnpike Package** 383 engine w/2 bbl. carb., 2.76 axle ratio, power brakes w/disc front, auto speed control, [illegible]	Belvedere group ex. GTX or Road Runner	13.10	190.45	24[illegible]
		Fury group w/o Basic Group	13.20	19[illegible]	24[illegible]
		Fury group w/Basic Group	10.95	15[illegible]	203.10
A89	**200 Decor Group** Body side [illegible] plate.	Valiant 100 series (cloth & vinyl trim)	4.10	60.10	77.[illegible]
		Valiant 100 series (all vinyl trim)	5.40	78.70	101.[illegible]
		Valiant 100 series (vinyl trim w/armrest)	5.65	85.80	111.[illegible]

PLYMOUTH
1969 ACCESSORIES

THE NASCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOB (FACTORY)	TOTAL COST	SUGGESTED RETAIL
H51	Air Conditioner: Single Unit	Valiant group (NA V-8 273 eng. w/3-speed man. trans. or 6 cyl. 170 eng.)	18.75	278.50	360.55
		Barracuda group (NA V-8 383 eng. or 6 cyl. w/Trailer Towing Pkg.)	18.75	278.50	360.55
		Belvedere group ex. GTX w/man. trans. (NA V-8 426 Hemi eng. or w/Air Grabber)	19.55	290.00	357.65
		Fury group (NA V-8 383 eng. w/man. trans.)	19.95	296.00	[illegible]
H53	Single Unit w/Auto. Temp.	Fury group 8 cyl.	24.00	357.00	[illegible]
H52	Dual Unit	Fury group wagon	31.70	471.45	[illegible]
H54	Dual Unit w/Auto. Temp.	Fury group 8 cyl. wagons	36.15	537.35	[illegible]
N96	Air Grabber (Req. [illegible] windshield wipers. NA w/ Auto. [illegible] or air cond.; std. w/V-8 [illegible])	Road Runner, GTX	2.90	42.70	55.30
F11	Alternator, 46 amp.	6 cyl. Valiant, Barracuda groups, w/o air cond.	.85	11.35	14.70
		6-cyl. w/air cond., 8 cyl. (std. w/air cond.)			
C23	Armrest w/Ash Tray	Belvedere std. coupe, Road Runner	.60	8.50	11.00
N88	Auto Speed Control (Torque Flite, power brakes req.)	8 cyl. Belvedere group (NA w/V-8 426 eng. or Air Grabber)	.50	6.50	8.40
		8 cyl. Fury group	3.05	44.75	57.95
A36	Axle: Performance (NA wagons or w/Trailer Towing Pkg.)	Belvedere group w/V-8 383 eng.	3.20	47.00	60.85
		GTX w/V-8 440 eng. & auto. trans.	5.30	78.90	102.15
		Road Runner, GTX w/V-8 426 eng. & auto. trans.	4.85	71.25	92.25
A31	High Performance (NA w/Trailer Towing Pkg., air cond. or wagons)	Belvedere group w/V-8 383 eng.	3.40	49.75	64.40
			5.30	78.90	102.15
A32	Super Performance (NA w/Trailer Towing Pkg. or air cond.)	GTX w/V-8 440 eng. & auto. trans.	14.15	209.70	271.50
		Road Runner, GTX w/V-8 426 eng. & auto. trans.	12.60	187.05	242.15
D53	Optional Ratio (W/auto. trans.; NA 6-cyl. w/disc brakes)	All	.40	5.05	6.55
F23	Battery: 59 amp.				
F25	70 amp.	Valiant, Barracuda groups (std. 383 eng.)	.50	6.50	8.40
		Belvedere, Fury groups (std. GTX, 426, 440 eng.)	.50	6.50	8.40
C13	Belts: Shoulder, 2 Front	Convertible (std. other models)	1.45	20.45	26.45
C14	Shoulder, 2 Rear	All (NA convertible)	1.45	20.45	26.45
B41	Brakes: Disc Front	Barracuda, Valiant groups (14" tires req.)	2.60	37.60	48.70
		Belvedere and Fury groups w/V-8 eng. & power brakes	2.60	37.60	48.70
B31	Heavy-Duty	Belvedere group (std. Road Runner, GTX.)	1.25	17.50	22.65
		Fury group	1.20	16.95	21.95
B51	Power	All	2.25	33.15	42.95
C02	Cargo Compartment Carpets	Fury group wagons	.90	12.65	16.40
C92	Carpet Protection Mats	All	1.05	14.05	18.20
C93	Carpets	Valiant 100	.60	8.40	10.90
J51	Cigarette Lighter	Valiant 100 (incl. w/200 Decor Group)	.25	3.10	4.00
J21	Clock, Electric (NA perf. gauge or tachometer)	Barracuda grp.; Belvedere grp.; Fury I, II	.90	12.75	16.50
C16	Console (W/bucket seats, NA 3 spd. man. trans.)	Barracuda (req. w/V-8 383 eng. w/auto trans.); Belvedere GTX, Sport Satellite ex. 4-door sedan, Road Runner	2.90	42.05	54.45
H31	Defogger, Rear Window	All ex. wagon, convertible	1.20	16.90	21.90
D91	Differential: Sure-Grip	Valiant, Barracuda and Belvedere groups (NA V-8 426 or 440 eng. w/4-spd. man. trans.)	2.25	32.70	42.45
		Fury group	2.60	37.60	48.70
	Engines: (In addition to standard 6 cyl.)				
E24	6 cyl. 225	Valiant group (NA 4-spd. man. trans.)	2.60	37.60	46.35
	(In addition to standard V-8)				
E44	V-8 318 w/2 bbl. carb.	Valiant group	1.65	24.35	30.05
E55	V-8 340 w/4 bbl. carb. (NA 3 spd. man. trans.)	Barracuda ex. conv. (std. Formula S or "Cuda 340")	7.75	112.80	141.00
		Barracuda conv. (std. Formula S)	6.45	94.05	116.70
E61	V-8 383 w/2 bbl. carb. (NA man. trans.)	Belvedere group ex. Road Runner, GTX, Fury group	3.85	56.55	69.75
E63	V-8 383 w/4 bbl. carb. (NA 3 spd. man. trans.)	Belvedere group ex. GTX (std. Road Runner)	7.55	111.55	137.55
		Fury group (auto. trans. req.)	7.60	111.60	137.60

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…COR·SYSTEM …UMER SERVICE TOTAL COST	SUGGESTED RETAIL
278.50	360.55
278.50	360.55
290.00	357.65
285.00	365.05
337.00	440.25
471.45	581.40
537.35	662.65
42.70	55.30
11.35	14.70
8.50	11.00
6.50	8.40
44.75	57.95
47.00	60.85
78.90	102.15
71.25	92.25
49.75	64.40
78.90	102.15
209.70	271.50
187.05	242.15
5.05	6.55
6.50	8.40
6.50	8.40
20.45	26.45
20.45	26.45
37.60	48.70
37.60	48.70
17.50	22.65
16.95	21.95
33.15	42.95
12.65	16.40
14.05	18.20
8.40	10.90
3.10	4.00
12.75	16.50
42.05	54.45
16.90	21.90
32.70	42.35
37.60	48.70
37.60	46.35
24.35	30.05
112.60	141.00
91.05	116.70
55.55	69.75
111.55	137.55
111.60	137.60

THE NALCOR SYSTEM
AUTO CONSUMER SERVICE

PLYMOUTH
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
E74	V 8 4[illegible] carb.	Belvedere Road Runner	44.35	659.60	813.45
	[illegible]	Belvedere GTX	38.25	566.35	[illegible]
E85	V 8 440 4/4 bbl. carb.	Fury group wagon (TorqueFlite req.)	12.75	189.45	233.65
E86	V 8 440 Super Commando	Fury group ex. wagon (TorqueFlite req.)	14.65	217.35	[illegible]
G15	Glass, Tinted: Windshield only	Valiant, Barracuda groups	1.10	15.75	20.40
		Belvedere and Fury groups	1.40	20.00	25.90
G11	All windows	Valiant, Barracuda groups	1.75	25.30	32.75
		Belvedere	2.20	31.45	40.70
		Fury group	2.25	32.45	42.00
M81	Guards, Bumper: Front	Belvedere group	.90	12.35	16.00
		Fury group	1.00	13.00	16.80
M83	Rear	Belvedere group ex. wagon	.90	12.35	16.00
		Fury group	1.00	13.00	16.80
M85	Front & Rear	Barracuda, Valiant groups	1.30	18.40	23.80
		Belvedere group ex. wagon	1.80	24.70	32.00
		Fury group	2.00	26.00	33.60
M95	Handles, Assist	Fury group wagon	1.00	13.50	17.45
L72	Headlights-on Warning Signal (Std. w/[illegible])	Belvedere, Fury group	.45	5.60	7.25
C25/28	Headrests: Left or Right	All	.75	10.25	13.25
C31	Left and Right	All	1.50	20.50	26.50
J31	Horns, Dual	Valiant 100 (incl. w/200 decor group), Belvedere series (std. GTX & Satellite models)	.30	3.95	5.15
L35	Lights, Cornering	Fury group	1.90	27.85	36.05
J46	Lock: Gas Cap	Barracuda group	.30	3.40	4.40
J11	Glove box	Valiant, Barracuda groups (std. conv.)	.25	3.15	4.10
J51	Luggage Compartment	Wagon	.60	8.10	10.50
P41	Power Door	Fury group 2-door	2.40	34.75	45.00
		Fury group 4-door	3.35	48.75	63.10
M91	Luggage Rack, Roof	Belvedere group wagon	2.75	40.50	52.45
		Fury group wagon	3.35	48.80	63.20
G33	Mirror: Outside Left, Remote Control	All	.60	8.05	10.45
G31	Outside Right, Manual	All	.40	5.30	6.85
M31	Moldings: Belt Line	Barracuda hardtop, conv. (std. w/Fastback or vinyl roof); Belvedere group 2-door coupe, hardtop (std. w/conv.); Fury III hardtop (std. w/conv., Sport Fury, VIP)	.75	10.50	13.60
M25	Custom Sill	Barracuda group	1.20	16.80	21.75
		Belvedere Road Runner, Satellite Sport Wagon (std. Sport Satellite)	1.20	16.35	21.15
M05	Door Edge	2-door	.30	3.60	4.65
		4-door	.45	5.65	7.30
M45	Fender Skirts	Fury III, Sport Fury (std. VIP)	1.70	24.00	31.05
M21	Roof Drip Rail	Valiant group (std. w/vinyl roof); Belvedere std. coupe & wagon	.70	9.35	12.10
M84	Tailgate Scuff/Step Pad	Fury group wagons (std. 3-seat wagon)	.30	3.60	4.65
M15	Upper Door Frame	Belvedere group 4-door sedan	1.00	13.30	17.20
		Belvedere and Satellite wagons (incl. qtr. window frame)	1.25	18.00	23.30
...	Paint: Body Accent Stripes	Valiant Signet, Barracuda group, Belvedere Road Runner, Satellite (std. Sport Satellite)	.85	11.70	15.15
V21	Performance Hood	Belvedere Road Runner, GTX	1.00	13.95	18.05
...	Sport Stripes	Barracuda group, Road Runner (std. GTX)	1.40	20.00	25.90
		Road Runner (std. GTX)	1.45	21.05	27.25
V02	Two-Tone	Valiant group	1.25	17.50	22.65
		Belvedere and Fury groups (NA convertible, Sport Suburban)	1.25	18.00	23.30
N78	Performance Gauge ([illegible])	Barracuda group	.90	12.75	16.50
R11	Radio: Solid State AM	All	3.25	47.55	61.55
R22	Solid State AM w/Stereo Tape	Belvedere and Fury groups	10.25	151.00	195.25
R21	Solid State AM FM	Barracuda, Belvedere groups	7.05	104.25	[illegible]
R35	AM/FM Stereo	Fury group	9.45	140.00	[illegible]
R31	Rear Speaker, Single	Belvedere group ex. wagon, conv.; Fury group ex. wagon	.85	10.85	14.05
R31	Rear Speaker, Dual	Fury group ex. wagon	1.40	20.00	25.90

PLYMOUTH
1969 ACCESSORIES

N THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
...	Roof, Vinyl	Valiant group	4.10	60.75	78.55
		Barracuda group ex. conv.	4.40	64.85	83.95
		Belvedere group ex. wagon, conv.	4.70	68.90	89.20
		Satellite hardtop	5.30	79.00	102.05
		Fury group ex. conv., wagon	5.20	77.00	99.50
...	Seat: Bench, Split	Fury III, Sport Fury, VIP	6.10	89.15	115.40
		VIP, Sport Suburban	4.75	70.45	91.20
	Bucket, Vinyl	Valiant Signet	4.20	62.15	80.40
		Barracuda w/"Cuda" Pkg.	3.85	56.40	73.00
		VIP	4.60	67.80	87.50
	Bucket, Cloth & Vinyl	Road Runner (std., GTX, Sport Satellite)	5.25	77.90	100.55
C21	Center Front w/Armrest	Valiant Signet	1.75	25.70	33.30
		Barracuda w/"Cuda" Pkg.	3.85	56.40	73.00
		Road Runner, Sport Satellite, GTX	2.90	42.05	54.45
C65	Cushion, Foam Front	Valiant, Barracuda groups (std. bucket seat); Belvedere group (std. Sport Satellite, GTX, Fury III, Sport Fury, VIP); Fury I, II	.45	6.40	8.30
P21	Power Bench, 6 way	Fury III, VIP	5.25	77.50	100.35
P25	Power Bucket, Left, 6 way	GTX, Road Runner, Sport Satellite, Fury, Sport	1.75	25.70	33.30
		Fury III, Sport Fury, VIP	4.85	71.75	92.90
C73	Seat Back, Fold Down Rear	Barracuda Fastback	3.50	50.50	65.35
S25	Shock Absorbers, Firm Ride	Valiant, Barracuda groups (std. w/V-8 340, 383 eng., incl. w/Formula S Pkg.)	.25	2.75	3.55
		Belvedere and Fury groups (std. Road Runner, GTX)	.30	3.55	4.60
S75	Steering: Fast Manual	Valiant, Barracuda groups (NA power steering)	.85	11.15	14.45
S77	Power	Valiant, Barracuda groups	4.70	69.05	85.15
		Belvedere and Fury groups	5.25	77.25	100.00
S79	Steering Wheel: Deluxe	Fury group (NA Tilt-A-Scope std. Fury III, Sport Fury, VIP)	.40	4.50	5.80
S78	Full Horn Ring	Valiant 100 (NA 200 decor group), Belvedere std., Road Runner (NA hardtop, conv.)	.90	11.90	15.40
		Barracuda group (NA w/Sport Pkg.)	.50	7.40	9.60
		Valiant group (200 Decor Group req. on 100); Belvedere group ex. std. (NA coupe)	.30	4.20	5.45
S81	Sport, Wood Grain	Valiant 100 (NA 200 Decor Group); Belvedere std. series, Road Runner (NA hardtop conv.)	1.75	24.80	32.10
		Valiant group (200 Decor Group req. on 100); Belvedere group ex. std. (NA coupe)	1.45	20.65	26.75
		Barracuda group (std. w/Sport Pkg.)	1.25	17.55	22.70
		Fury I, II (NA w/Tilt-A-Scope or partial horn ring)	1.75	25.05	32.45
		Fury group ex. Fury I, II (NA w/Tilt-A-Scope or partial horn ring)	1.45	20.65	26.75
S62	Tilt-A-Scope	Fury group (power steering & auto. trans. req.)	2.45	35.90	46.50
N85	Tachometer (NA clock or performance gauge)	8-cyl. Barracuda group, Belvedere group Fury I, II	2.70	38.75	50.15
		Fury group ex. Fury I, II	1.85	26.05	33.70
D21	Transmission: 4-spd. Manual	Valiant, Barracuda groups (NA cyl. eng., Trailer Towing Pkg.; std. w/"Cuda" Pkg.)	10.30	152.35	187.90
		Belvedere group ex. GTX (std. Road Runner; NA 6-cyl., V-8 273 or 318 eng.)	10.30	152.35	197.25
D34	TorqueFlite	6-cyl. Valiant group	9.60	142.25	175.45
		6-cyl. Barracuda, Belvedere and Fury groups	10.30	153.30	189.05
		Valiant group w/V-8 273 eng.	10.45	155.00	191.15
		Barracuda group w/V-8 318 eng.	11.05	163.85	202.05
		Valiant group w/V-8 318 eng.	10.45	155.00	191.15
		Belvedere and Fury groups w/V-8 318 eng. (NA Road Runner)	11.30	167.30	206.30
		Barracuda w/V-8 340 eng. (NA w/"Cuda" Pkg.), Belvedere and Fury groups w/383 eng. w/2 bbl. carb.	11.80	175.20	216.20
		Barracuda w/V-8 340 eng. w/"Cuda" Pkg.	1.60	23.05	28.45
		Belvedere group ex. Road Runner, Fury group w/V-8 383 w/4 bbl. carb., 440 eng.	12.40	184.10	227.05
		Barracuda w/V-8 383 eng. w/"Cuda" Pkg. (bucket seats & console req.), Road Runner	2.20	31.85	39.30
		Barracuda w/V-8 383 eng. w/o "Cuda" Pkg.	12.40	184.10	227.05

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.75	78.65
.45	83.95
.50	89.20
.60	102.30
.00	99.80
.15	115.40
.45	91.20
.15	80.40
.40	73.00
.80	87.80
.90	100.85
.70	33.30
.40	73.00
.05	54.45
.40	8.30
.50	100.35
.70	33.30
.75	92.90
.50	65.35
.75	3.55
.55	4.60
.15	14.45
.05	85.15
.25	100.00
.50	5.80
.90	15.40
.40	9.60
.20	5.45
.80	32.10
.65	26.75
.55	22.70
.05	32.45
.65	26.75
.90	46.50
.75	50.15
.05	33.70
35	187.90
35	197.25
25	175.45
30	189.05
00	191.15
85	202.05
00	191.15
30	206.30
30	216.20
05	28.45
10	227.05
85	39.30
10	227.05

THE NADER SYSTEM
AUTO CONSUMER SERVICE

PLYMOUTH
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	EOM ([illegible])	[illegible] COST	SUGGESTED RETAIL
	Trim: Leather	Fury VIP w/bench seat	5.50	80.55	104.10
	Vinyl	Valiant Signet	1.30	18.00	24.10
		Belvedere Satellite 4-door sedan & hardtops; Fury II, III, VIP w/bench seats	1.30	18.70	24.20
	Floral (Buckets listed, NA w/Interior Decor Group)	Barracuda hardtop w/ 'Cuda' Pkg.	5.95	87.25	112.55
		Barracuda hardtop w/o 'Cuda' Pkg.	2.10	30.90	40.00
J55	Undercoating, w/Under Hood Pad	All	.90	12.80	16.60
W15	Wheel Covers: Deep Dish, 14"	Valiant, Barracuda, Belvedere groups	2.40	34.70	44.50
W11	Deluxe, 13"	Valiant group	1.05	14.70	19.05
	Deluxe, 14"	All ex. Sport Fury (std. VIP)	1.20	16.45	21.30
W15	Performance (NA w/7.75-15 tires)	Fury I, II, III	2.75	39.95	51.50
		Sport Fury	.90	12.10	15.65
		Fury VIP	1.00	23.55	30.35
W13	Sport, 14"	Fury group ex. VIP (std. Sport Fury)	2.00	28.00	35.75
		Fury VIP	.85	11.00	15.00
W18	Wire, 14"	Valiant and Barracuda groups	3.40	49.50	64.10
J35	Wheel Housing Liners	Barracuda group (NA conv.)	2.05	29.10	52.05
W23	Wheels, Road Cast Center (Set of 4) (D70 or E70 tires req. on Valiant, Barracuda, HD suspension, F70-15 tires req. on Belvedere)	All ex. Sport Fury, VIP	5.25	77.30	100.10
		Sport Fury	3.40	49.45	64.00
		Fury VIP	4.10	60.00	78.65
W21	Chrome Styled (NA wheel covers or V-8 426 eng.)	Belvedere group	4.55	66.55	86.15
P31	Windows: Power	GTX, Road Runner & Satellite series hardtops & conv.; Fury III, Sport Fury, VIP	5.50	81.25	105.20
P35	Power, Tailgate	Wagons (std. 3 seat)	1.85	26.75	34.65
J26	Window Wiper/Washer, Tailgate	Wagons (power tailgate window req.)	2.10	30.35	39.30
J25	Windshield Wipers: 3 speed	Belvedere and Fury groups (std. 426 Hemi eng.; req. w/Air Grabber)	.30	4.15	5.40
	Variable Speed W/Elec. Washers	Valiant and Barracuda groups	.60	8.20	10.60

TIRES

Valiant group: Extra charge for models w/6.50-13 as standard (6 cyl.):				
W52	6.50-13 whitewall	1.55	22.05	28.55
W61	7.00-13 blackwall (min. req. w/air cond.)	.75	9.75	12.60
W62	7.00-13 whitewall	2.30	34.00	44.05
T11	6.95-14 blackwall	1.10	15.50	20.05
T12	6.95-14 whitewall	2.75	39.85	51.50
T14	C78-14 WSW Fiberglass Belted	4.10	60.20	77.65
T61	D70-14 blackwall (min. req. w/Trailer Towing Pkg.)	2.30	34.15	44.25
T62	D70-14 whitewall	4.00	58.50	75.75
Extra charge for models w/7.00-13 as standard (8 cyl.):				
W62	7.00-13 whitewall	1.70	24.40	31.00
T11	6.95-14 blackwall (NA w/air cond.)	.45	5.95	7.70
T12	6.95-14 whitewall (NA w/air cond.)	2.10	30.20	39.10
T14	C78-14 WSW Fiberglass Belted (NA w/air cond.)	3.50	50.00	65.50
T61	D70-14 blackwall (min. req. w/Trailer Towing Pkg.)	1.70	24.50	31.50
T62	D70-14 whitewall	3.35	48.85	63.25
Extra charge for models w/6.95-14 as standard (w/disc brakes):				
T12	6.95-14 whitewall	1.70	24.40	31.00
T14	C78-14 WSW Fiberglass Belted	3.05	44.75	57.95
T61	D70-14 blackwall (min. req. w/Trailer Towing Pkg. or 8 cyl. w/air cond.)	1.30	18.75	24.20
T62	D70-14 whitewall	3.00	43.05	55.50
T73	E70-14 Red Streak (HD suspension req.)	3.70	53.75	69.00
T74	E70-14 WSW Fiberglass Belted (HD suspension req.)	5.05	74.10	95.55

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PLYMOUTH
1969 ACCESSORIES

THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOB (EXCISE)	TOTAL COST	SUGGESTED RETAIL
Barracuda group: Extra charge for models w/6.95-14 as standard:					
T12	6.95-14 whitewall		1.70	24.40	31.60
T14	C78-14 WSW Fiberglass Belted		3.05	44.75	57.95
T61	D70-14 blackwall (min. req. hardtop, fastback w/disc brakes and air cond.; 8 cyl. conv. w/disc brakes, 6 cyl. conv. w/air cond.; 8 cyl. w/air cond.; Trailer Towing Pkg.)		1.30	18.75	24.30
T62	D70-14 whitewall		3.00	43.05	55.70
T72/73	E70-14 Red Streak or whitewall (HD suspension req.)		3.70	53.75	69.60
T74/75	E70-14 RSW or WSW Fiberglass Belted (HD suspension req.)		5.05	74.10	95.95
Extra charge for models w/D70-14 blackwall:					
T62	D70-14 whitewall		1.70	24.40	31.60
T72/73	E70-14 Red Streak or whitewall (min. req. V-8 340 eng. w/Trailer Towing Pkg. or air cond.; HD suspension req. on conv. w/V-8 318 eng.)		2.40	35.10	45.45
T74/75	E70-14 RSW or WSW Fiberglass Belted (HD suspension req. on conv. w/V-8 318 eng.)		3.75	55.45	71.80
Belvedere group: Extra charge for models w/7.35-14 as standard (6 cyl., V-8 318 eng.):					
T22	7.35-14 whitewall		1.75	25.25	32.70
T31	7.75-14 blackwall (min. req. conv. w/air cond. & V-8 318 eng.)		.85	10.85	14.05
T32	7.75-14 whitewall		2.45	35.95	46.55
T34	F78-14 WSW Fiberglass Belted		3.85	56.35	72.95
T41	8.25-14 blackwall (NA 6 cyl.)		1.55	21.55	27.90
T42	8.25-14 whitewall (NA 6 cyl.)		3.35	49.25	63.75
Extra charge for models w/7.75-14 as standard (w/V-8 383 eng.).					
T32	7.75-14 whitewall		1.75	25.25	32.70
T34	F78-14 WSW Fiberglass Belted		3.10	45.60	59.05
T41	8.25-14 blackwall		.85	10.85	14.05
T42	8.25-14 whitewall		2.00	38.50	49.85
T82/83	F70-14 Red or White Streak (HD suspension & HD brakes or disc brakes req.)		3.05	44.05	57.00
T85	F70-14 RSW Fiberglass Belted (HD suspension & HD or disc brakes req.)		4.40	64.40	83.35
U64/65	F70-15 RSW or WSW Fiberglass Belted (HD suspension & 15" cast center road wheels req.)		4.75	70.25	90.95
Extra charge for models w/F70-14 as standard:					
T85	F70-14 RSW Fiberglass Belted		1.45	20.45	26.45
U64/65	F70-15 RSW or WSW Fiberglass Belted		1.85	26.35	34.10
Extra charge for models w/8.25-14 as standard:					
T42	8.25-14 whitewall		1.90	27.80	36.00
T51	8.55-14 blackwall		1.00	13.80	17.85
T52	8.55-14 whitewall		2.85	41.65	53.95
Fury group: Extra charge for models w/7.75-15 as standard (6 cyl., V-8 318 eng. ex. VIP, wagon):					
U12	7.75-15 whitewall		1.90	27.50	35.60
U21	8.25-15 blackwall		.85	10.85	14.05
U22	8.25-15 whitewall		2.60	38.50	49.85
U24	G78-15 WSW Fiberglass Belted		4.00	58.90	76.25
U74	G70-15 WSW Fiberglass Belted		5.60	83.50	108.10
Extra charge for models w/8.25-15 as standard (V-8 383, 440 eng., VIP w/V-8 318 eng.).					
U22	8.25-15 whitewall		1.90	27.80	36.00
U24	G78-15 WSW Fiberglass Belted		3.25	48.15	62.35
U74	G70-15 WSW Fiberglass Belted		4.90	72.80	94.25
U31	8.55-15 BSW (min. req. w/Trailer Towing Pkg.)		1.00	13.80	17.85
U32	8.55-15 whitewall		2.85	41.65	53.95
U36	H78-15 Fiberglass Belted		4.20	62.00	80.30
Extra charge for models w/8.55-15 as standard (2-seat wagon w/6 cyl. or V-8 318 eng. ex. Sport Suburban):					
U32	8.55-15 whitewall		1.95	27.95	36.20
U36	H78-15 WSW Fiberglass Belted		3.35	48.35	62.60
U41	8.85-15 BSW (min. req. V-8 318 eng. w/dual air cond.)		1.25	17.75	23.00
U42	8.85-15 whitewall		3.70	54.20	70.15
U44	J78-15 WSW Fiberglass Belted		5.05	74.55	96.50
U51	9.15-15 BSW (min. req. w/Trailer Towing Pkg.)		2.70	39.20	50.75
U52	9.15-15 whitewall		5.55	82.40	105.70
Extra charge for models w/8.85-15 as standard (wagon w/V-8 383, 440 eng.; Sport Suburban, 3-seat wagon)					
U42	8.85-15 whitewall		2.30	34.00	44.05
U44	J78-15 WSW Fiberglass Belted		3.70	54.40	70.45
U51	9.15-15 BSW (min. req. w/Trailer Towing Pkg. or V-8 383, 440 eng. w/dual air cond.)		1.55	21.55	27.90
U52	9.15-15 whitewall		4.40	64.75	83.85

RCOD-SYSTEM

SUMER SERVICE

24.40	31.00
44.75	57.95
18.75	24.30
43.05	55.70
53.75	69.00
74.10	95.95
24.40	31.60
35.10	45.45
55.45	71.80
25.25	32.70
10.85	14.05
35.95	46.55
56.35	72.95
21.55	27.90
49.25	63.75
25.25	32.70
45.60	59.05
10.85	14.05
38.50	49.85
44.05	57.00
64.40	83.35
70.25	90.95
20.45	26.45
26.35	34.10
27.80	36.00
13.80	17.85
41.65	53.95
27.50	35.60
10.85	14.05
38.50	49.85
58.90	76.25
83.50	108.10
27.80	36.00
48.15	62.35
72.80	94.25
13.80	17.85
41.65	53.95
62.00	80.30
27.95	36.20
48.35	62.60
17.75	23.00
54.20	70.15
74.55	96.50
39.20	50.75
82.40	106.70
34.00	44.05
54.40	70.45
21.55	27.90
4.75	83.85

N THE NARCOD SYSTEM

AUTO-CONSUMER SERVICE

1969 PONTIAC

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES [illegible] ash tray [illegible]

TEMPEST

Tempest Series: Basic equipment plus engine, 6 cyl. 175 h.p. OHC, tires 7.75-14, transmission, 3 speed manual, column shift.

Custom S Series: [illegible]

LeMans Series: [illegible] bucket seats [illegible] in coupes and convertible, decor group.

Safari Series: [illegible]

GTO Series: [illegible] engine, 8 cyl. 350 h.p., dual exhaust, [illegible] springs and stabilizer bar, tires, G70-14 or G77-14 Red Line [illegible]

FIREBIRD

BASIC EQUIPMENT, PLUS engine, 6 cyl. 175 h.p. OHC, transmission, 3 speed manual, column shift, tires E70-14 [illegible] space saver spare, dash, wood grain, carpets, seats, bucket with expanded [illegible] seat backs and cushions, padded vinyl trim.

PONTIAC

Catalina Series: Basic equipment plus carpets, engine, 8 cyl. 290 h.p., wood grain styling, instrument panel lights, ash tray, glove box [illegible] concealed windshield wipers [illegible] convertible [illegible] seat wagon has [illegible] second and third seats; power tailgate window, 8.55-14 tires.

Executive Series: Basic and Catalina equipment, plus electric clock, decor group, deluxe wheel discs [illegible]

Bonneville Series: Basic and Executive equipment, plus engine, 8 cyl. 360 h.p., [illegible] seats, rear speaker grille (coupe, conv.) Wagon has carpeted [illegible] and storage compartment, rear compartment courtesy light.

Grand Prix Series: Basic and [illegible] equipment, plus bucket seats w/ console (stratobench seats N/C option), engine, 8 cyl. 350 h.p., concealed antenna, dual exhaust.

GROUP CODE		MODELS	FREIGHT	TOTAL COST	[illegible]
TEMPEST		233 SERIES			
	23369	Sedan	72.00	2184.70	2612.00
	23327	Coupe, Sports	72.00	2146.25	2565.00
		CUSTOM S 235 SERIES			
	23569	Sedan	72.00	2261.79	[illegible]
	23527	Coupe, Sports	72.00	2222.53	[illegible]
	23537	Hardtop, 2 door Coupe	72.00	2271.70	[illegible]
	23539	4 door	72.00	2365.18	[illegible]
	23567	Convertible	72.00	2456.23	[illegible]
	23535	Wagon	72.00	2512.07	3011.00
		LEMANS 237 SERIES			
	23727	Coupe, Sports	72.00	2361.94	[illegible]
	23737	Hardtop, Coupe	72.00	2412.73	[illegible]
	23739	4 door	72.00	2519.36	[illegible]
	23767	Convertible	72.00	2600.50	3112.00
		SAFARI 239 SERIES			
	23936	Wagon	72.00	2710.37	3253.00
		GTO 242 SERIES V-8			
	24237	Hardtop, Coupe	72.00	2676.35	3211.00
	24267	Convertible	72.00	2861.69	3437.00
FIREBIRD					
	22337	Hardtop, Coupe	72.00	2413.73	[illegible]
	22367	Convertible	72.00	2589.16	[illegible]
PONTIAC		CATALINA 252 SERIES V-8			
	25269	Sedan 4 door	98.00	2489.74	3171.00
	25237	Hardtop, Coupe	98.00	2555.34	[illegible]
	25239	4 door	98.00	2610.16	[illegible]
	25267	Convertible	98.00	2791.33	[illegible]
	25236	Wagon, 2 seat	98.00	2825.36	[illegible]
	25246	3 seat	98.00	2938.62	3745.00
		EXECUTIVE 256 SERIES V-8			
	25669	Sedan	100.00	2727.27	3477.00
	25637	Hardtop, Coupe	100.00	2775.70	[illegible]
	25639	4 door	100.00	2829.75	[illegible]
	25626	Safari Wagon, 2 seat	102.00	3101.08	[illegible]
	25646	3 seat	102.00	3214.34	[illegible]
		BONNEVILLE 262 SERIES V-8			
	26269	Sedan, 4 door	100.00	2909.67	3700.00
	26237	Hardtop, Coupe	100.00	2957.10	[illegible]
	26239	4 door	100.00	3010.15	[illegible]
	26267	Convertible	102.00	3119.56	[illegible]
	26246	Wagon, 3 seat	102.00	3282.48	[illegible]
		GRAND PRIX 276 SERIES V-8			
	27657	Hardtop, Coupe	100.00	3040.10	3377.00
ADD FOR STANDARD V-8 ENG					
		(6 cyl. only) TEMPEST GROUP		69.88	110.58

Standard V-8 [illegible] Tempest and Firebird series [illegible] 265 h.p.

Factory suggested dealer prep. [illegible] Tempest group, $30.00 Firebird $25.00 Pontiac group, $30.00

THE NARCOR SYSTEM
AUTO-CONSUMER SERVICE

PONTIAC
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]	[illegible]
321	Basic Group [illegible] remote control deck lid ex. wagon	Tempest group ex. LeMans, GTO, wagon	6.34	96.78	[illegible]
		LeMans ex. wagon, GTO ex. w. Ram Air eng.	5.91	90.37	[illegible]
		GTO w. Ram Air eng.	5.43	82.95	[illegible]
		Tempest, LeMans wagon	5.60	85.40	[illegible]
		Catalina ex. wagons	7.61	110.29	[illegible]
		Catalina wagons	6.87	104.91	[illegible]
		Executive, Bonneville ex. wagons	6.81	[illegible]	[illegible]
		Executive, Bonneville wagons	6.07	92.71	[illegible]
		Grand Prix	6.75	103.27	[illegible]
		Firebird	5.75	87.83	[illegible]
522	Brougham Trim Option Foam cushions, power windows, strato bench seat [illegible] Brougham interior [illegible] script lettering [illegible]	Bonneville hardtops	13.78	[illegible]	[illegible]
		Bonneville convertible	15.96	243.96	[illegible]
334	Comfort Group Tinted glass in all windows, power windows, door locks, custom air cond.	Pontiac group 2-door	31.39	479.79	[illegible]
		Pontiac group 4-door	32.56	497.68	[illegible]
554	Custom Trim Option Side roof rail moldings, custom seat door quarter trim, instrument panel assist grip, woodgrain instrument panel, molded trunk mat.	Firebird w. bucket seats	3.99	60.99	79.99
		Firebird w. bench seats	5.59	85.39	110.59
324	Decor Group Deluxe wheel discs and steering wheel, decor moldings, concealed windshield wipers. Tempest groups: custom pedal trim plates.	Tempest sports coupe	4.52	69.12	[illegible]
		Tempest sedan	4.47	68.31	[illegible]
		Custom coupe	3.46	52.86	[illegible]
		Custom wagon	3.72	56.92	73.72
		Custom 4-dr. hardtop	4.10	[illegible]	91.10
		Custom convertible	2.50	[illegible]	[illegible]
		Custom sedan	3.40	52.04	67.40
		LeMans coupes, convertible	1.28	19.52	[illegible]
		LeMans 4-dr. hardtop w. trim code 33	1.06	[illegible]	[illegible]
		LeMans 4-dr. hardtop w/o trim code 33	1.28	19.52	[illegible]
		Catalina ex. wagon, convertible	4.26	65.06	[illegible]
		Catalina wagon	4.63	70.75	[illegible]
		Catalina convertible	2.13	32.53	42.13
		Firebird	2.93	[illegible]	[illegible]
322	Lamp Group Tempest group incl. cornering, underhood [illegible] courtesy, ash tray. Pontiac group incl. cornering, underhood [illegible] low fuel and seat belt warning only.	Tempest, Custom ex. wagon, convertible	2.60	[illegible]	[illegible]
		LeMans, GTO, Grand Prix	2.07	31.71	41.07
		Custom wagon	2.44	37.40	48.44
		Custom convertible	2.39	36.59	47.39
		Pontiac group ex. Grand Prix	2.87	43.91	56.57
		Safari wagon	1.91	29.27	[illegible]
331	Power Assist Group Turbo Hydra-Matic transmission, power steering, front disc brakes.	Tempest group 6-cyl.	18.66	[illegible]	359.66
		Tempest 8-cyl. ex. 350 w/2-bbl. w/o air cond., GTO	20.34	[illegible]	391.34
		Tempest 350 w/2-bbl. w/o air cond.	19.22	293.78	370.22
		Firebird 8-cyl. ex. 350 w/2-bbl. w/o air cond., GTO	20.61	[illegible]	396.61
		Firebird 350 w/2-bbl. w/o air cond.	19.49	297.85	[illegible]
		Firebird 6-cyl.	18.93	[illegible]	[illegible]
		Pontiac group	21.51	328.79	414.51
334	Rallye Group Rallye II wheels, custom sport steering wheel, Rallye Gauge cluster w. clock, ride and handling springs and shocks.	Tempest group w/Decor pkg. w/o Sprint opt. ex. GTO, Safari	7.98	121.93	157.98
		Tempest group w/Decor pkg. w/Sprint opt. ex. GTO, Safari	7.71	117.91	152.71
		Tempest 233 series w/o Decor pkg. w/o Sprint opt.	9.84	150.44	194.84
		Tempest 233 series w/o Decor pkg. w/Sprint opt.	9.57	146.37	[illegible]
		Custom, LeMans w/o Decor pkg. w/o Sprint opt., Safari	9.05	138.25	179.05
		Custom, LeMans w/o Decor pkg. w/Sprint opt., GTO	8.78	134.16	[illegible]
		Firebird 6-cyl. or 8-cyl. 350 w. Decor pkg.	7.82	[illegible]	[illegible]
		Firebird 6-cyl. or 8-cyl. 350 w/o Decor pkg.	[illegible]	[illegible]	[illegible]
		Firebird 400 w/Decor pkg.	7.55	[illegible]	[illegible]
		Firebird 400 w/o Decor pkg.	9.41	[illegible]	[illegible]

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ACOR-SYSTEM
CONSUMER SERVICE

TOTAL COST	SUGGESTED RETAIL
95.78	125.34
90.27	116.91
82.95	107.43
85.40	110.60
116.29	150.61
104.91	135.87
104.09	134.81
92.71	120.07
103.27	133.75
87.83	113.75
210.62	272.78
243.96	315.96
479.79	621.39
497.68	644.56
60.99	78.99
85.39	110.59
69.12	89.52
68.31	88.47
52.86	68.46
56.92	73.72
62.62	81.10
38.22	49.50
52.04	67.40
19.52	25.28
16.26	21.06
19.52	25.28
65.06	84.26
70.75	91.63
32.53	42.13
44.73	57.93
39.84	51.60
31.71	41.07
37.40	48.44
36.59	47.39
43.91	56.87
29.27	37.91
285.22	359.66
310.90	391.34
293.78	370.22
314.97	396.61
297.85	375.49
280.29	364.93
328.79	414.51
121.98	157.98
117.91	152.71
150.44	194.84
146.37	189.57
138.25	179.05
134.18	173.78
119.54	151.82
148.00	191.68
115.47	149.55
143.93	186.41

THE NANCOR SYSTEM
AUTO CONSUMER SERVICE

PONTIAC
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
621	Ride and Handling Package HD springs, shock absorbers	All ex. GTO (NA w/Sprint or Firebird 400 Option)	.48	7.32	9.48
		GTO, Sprint Option or Firebird 400 Option	.21	3.25	4.21
324	"SJ" Option [illegible]	Grand Prix	15.96	243.96	315.96
342	Sprint Option [illegible]	Tempest, Custom coupe, conv.	7.00	107.00	132.00
		Tempest, Custom 4 dr. ex. wagon	6.72	102.72	126.72
		LeMans coupe, convertible	6.16	94.16	116.16
		LeMans 4 dr. hardtop	5.88	89.88	110.88
		Firebird	6.44	98.44	121.44
332	Turnpike Cruise Group Cruise control, tilt steering wheel, power seats	Tempest group, Firebird	8.94	136.62	176.94
		Pontiac group w/bench seats	10.53	161.01	208.53
		Pontiac group w/bucket seats	9.20	140.68	182.20
554	Ventura Custom Option	Catalina w/bench seats ex. conv.	5.32	81.32	105.32
591	Adapter, Speedometer Gear	All	.59	8.95	11.59
731	Air Cleaner, Heavy-Duty	All	.48	7.32	9.48
582	Air Conditioner, Custom	Tempest, Firebird group (NA w/Sprint, Ram Air eng. opt.)	18.99	290.31	375.99
		Pontiac group (NA w/428 HO eng. Dual exhaust req. on Bonneville)	21.26	325.28	421.26
381	Antenna, Power	All ex. Tempest group wagon, Grand Prix	1.60	24.40	31.60
544	Automatic Level Control	Pontiac group	3.99	60.99	78.99
581	Automatic Temperature Control	Pontiac group w/air cond.	3.99	60.99	78.99
362, -4, -8	Axle, Special Order	All	.11	1.63	2.11
672	Battery, Heavy-Duty	Tempest 6-cyl. w/o air cond., Firebird w/o air cond. ex. 4 bbl. V-8	.21	3.25	4.21
		Tempest group V-8, Pontiac group	.32	4.88	6.32
438	Belts: Shoulder, Front	Convertible	1.17	17.89	23.17
434	Deluxe Seat, Front & Rear	Convertible	.53	8.13	10.53
431	Deluxe Seat, Front & Rear and Shoulder Front	2-door ex. conv.	.64	9.76	12.64
		4-door ex. 3-seat wagon	.85	13.01	16.85
		Convertible	1.86	28.46	36.86
		3-seat wagons	1.01	15.45	20.01
432	Deluxe Shoulder, Rear	All w/code 431	1.33	20.33	26.33
611	Brake Drums, Aluminum Front	Pontiac group (NA Grand Prix, disc brakes. Power brakes req.)	3.62	55.30	71.62
511	Brakes: Disc Front (incl. power brakes)	Tempest, Firebird groups	3.25	49.61	64.25
		Pontiac group	3.62	55.30	71.62
502	Power	All ex. Grand Prix, GTO, Firebird 400 w/drum brakes	2.13	32.53	42.13
512	Power, Heavy-Duty	Pontiac group ex. Grand Prix (NA w/disc brakes)	3.72	56.92	73.72
734	Carpeting: Load Floor Covering	Catalina, Executive wagon (std. Bonneville)	2.66	40.66	52.66
522	Custom Floor	Tempest 233 series	.96	14.64	18.96
524	Carrier, Luggage	Tempest group wagon	3.19	48.79	63.19
		Pontiac group wagon	4.26	65.06	84.26
474	Clock, Electric	Tempest, Firebird group (NA w/Rallye Gauge)	.96	14.64	18.96
		Catalina, Firebird group	.80	12.20	15.80
444	Cluster: Auxiliary Gauge	Catalina (incl. clock)	1.86	28.46	36.86
		Pontiac group (ex. Catalina)	1.06	16.26	21.06
484	Rallye Gauge w/Clock	Tempest group	2.55	39.03	50.55
		Grand Prix	1.60	24.40	31.60
		Firebird group	2.39	36.59	47.39
444	W/Tachometer	Grand Prix, Tempest, Firebird groups	4.26	65.06	84.26
472	Console (Bucket Seats Req.)	LeMans ex. 4 door, GTO ex. Hydra-Matic	2.82	43.10	55.82
		GTO w/Hydra-Matic transmission	3.62	55.30	71.62
		Firebird (NA bench seat)	2.71	41.47	53.71
402	Cover, Spare Tire	All ex. wagons, Bonneville (NA Space-Saver)	.27	4.07	5.27
441	Cruise Control (6-cyl. & auto. trans. req.)	Tempest group, Firebird	2.93	44.73	57.93
		Pontiac groups	3.19	48.79	63.19
492	Deck Lid Release, Remote Control	All ex. wagon	.74	11.38	14.74
408	Deflector, Rear Window Wind	Wagon	1.33	20.33	26.33
401	Defogger, Rear Window	All ex. wagon, convertible, Grand Prix	1.12	17.08	22.12
552	Defroster, Rear Window	Grand Prix	2.39	36.59	47.39
361	Differential, Safe-T-Track	All	2.13	32.53	42.13
	HD Safe-T-Track	Grand Prix, Tempest, Firebird groups w/37 P-S axle	3.19	48.79	63.19

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PONTIAC
1969 ACCESSORIES

THE NARCOR SYSTEM
AUTO CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
344	Engines: V-8 350 w/4-bbl. carb.	Tempest group ex. wagon, GTO (incl. dual exhaust)	9.30	142.10	175.30
		Firebird (incl. HD battery, dual exhaust)	9.86	150.66	[illegible]
347	V-8 400 Ram Air	GTO (NA w/air cond.)	28.20	431.60	[illegible]
345	400 Firebird Incl. F70-14 [illegible] tires, HD battery, dual exhaust, [illegible]	Firebird w/351, 354 or 358 trans.	13.53	211.43	[illegible]
		Firebird w/o 351, 354 or 358 trans.	18.09	276.49	358.09
347	Ram Air Firebird	Firebird w/351 or 358 trans.	42.03	642.43	832.03
348	400 HO Firebird	Firebird w/351, 354 or 358 trans.	17.22	[illegible]	[illegible]
		Firebird w/o 351, 354 or 358 trans.	21.97	335.65	434.97
341	V-8 400 w/2-bbl. carb. prem. fuel	Catalina, Executive w/man. trans. ex. wagon	.48	7.22	9.48
345	V-8 400 w/4-bbl. carb.	Catalina, Executive w/man. trans. ex. wagon	2.39	35.59	47.39
		Catalina, Executive w/Hydra-Matic or wagon	1.92	29.23	37.92
347	V-8 428 w/4-bbl. carb.	Catalina, Executive w/man. trans. or wagon	5.32	81.32	105.32
		Catalina, Executive w/auto. trans. or wagon	4.84	74.03	[illegible]
		Grand Prix	3.40	52.04	67.40
348	V-8 428 HO	Catalina, Executive w/auto. trans. ex. wagons	12.40	189.43	245.40
		Catalina, Executive w/man. trans. ex. wagon (NA w/3 spd. & air cond.)	12.87	196.79	254.87
		Bonneville ex. wagon (NA 3 spd. & air cond.)	7.55	115.47	[illegible]
		Grand Prix w/decor group	6.01	91.89	119.01
		Grand Prix w/o decor group	9.42	143.94	186.42
481	Exhaust, Dual (W/std. V-8 only)	Tempest group ex. GTO and wagons, Firebird, Pontiac ex. Grand Prix or 428 HO	1.54	23.53	30.54
482	Extensions, Exhaust: Single	Tempest group ex. wagon and GTO	.53	8.13	10.53
	Dual	Tempest group ex. wagon (w/dual exhaust)	1.06	16.26	21.06
691	Fan: HD 7 Blade and Clutch	8 cyl. w/o air cond. ex. 400 Ram Air	.80	12.20	15.80
692	HD Variable Pitch	Tempest group, Firebird ex. 6 cyl. w/air cond. or 8 cyl. 400 Ram Air eng., Pontiac group w/o air cond.	.53	8.13	10.53
674	Fender Skirts	Catalina, Executive ex. wagon	1.86	28.46	[illegible]
531	Glass, Tinted: All Windows	Tempest group	1.86	28.46	36.86
		Firebird	1.65	25.21	32.65
		Pontiac group	2.23	31.92	44.23
532	Windshield only	Tempest group	1.33	20.33	26.33
		Firebird	1.12	17.08	22.12
		Pontiac group	1.49	21.28	29.49
412	Guards, Door Edge	2-door (incl. w/protection group)	.24	3.63	6.24
		4-door ex. wagon (incl. w/protection group)	.41	6.31	10.41
414	Headlights, Concealed	GTO	2.66	40.66	52.66
571	Headrests	All	.85	13.01	[illegible]
611	Hood Inlet, Ram Air	Firebird 400 Ram Air	4.26	65.66	84.26
414	Horns, Dual	Tempest series 233, Firebird	.21	3.25	4.21
534	Knob, Shift, Custom	W/floor shift transmission	.27	4.07	5.27
662	Lights: Ash Tray and Lighter	Tempest 233 or Custom series	.16	2.44	3.16
651	Cornering	Tempest, Pontiac group	1.70	26.02	33.70
661	Courtesy	Tempest 233 or Custom series ex. convertible	.21	3.25	4.21
664	Glove Box	Tempest 233 or Custom series	.16	2.44	3.16
652	Luggage	Tempest, Firebird groups ex. wagon	.16	2.44	3.16
671	Underhood	Tempest, Firebird groups	.21	3.25	4.21
	Underhood Utility	Pontiac group	.37	5.69	7.37
652	Warning Lamp Group	Pontiac group ex. Grand Prix	.80	12.20	15.80
511	Locks, Power Door	2-door ex. Firebird	2.29	34.97	45.29
		4-door	3.46	52.86	68.46
631	Mats, Floor: Front	All	.35	5.29	[illegible]
632	Rear	All	.32	4.88	6.32
732	Rear Compartment	All ex. wagons	.43	6.51	8.43
	Mirrors:				
424	Outside Left Remote Control	All	.53	8.13	10.53
421	Visor Vanity Right or Left	All	.11	1.63	2.11
491	Molding, Wheel House Opening	Tempest 233, Custom series	.80	12.20	15.80
SPS	Paint: Special Solid Color	All ex. conv. or w/vinyl top	5.85	89.45	[illegible]
		Conv. or w/vinyl top	5.05	[illegible]	[illegible]
SPR	Special	Firebird, Grand Prix	.64	9.76	12.64
STT	Special Two-Tone	Firebird hardtop	7.45	113.85	147.45
		Pontiac group ex. GP and convertibles	7.71	117.91	152.71
		Tempest group ex. conv. or wagon	7.87	120.35	155.87
		Tempest group wagon	6.65	101.65	131.65

OR-SYSTEM
ER SERVICE

2.10	175.30
0.06	185.06
1.30	[illegible]
11.43	273.83
6.49	358.09
2.43	832.03
0.80	350.72
5.65	434.97
7.32	9.48
6.59	47.39
0.28	37.92
1.32	105.32
74.00	95.84
2.04	67.40
9.48	245.40
6.79	254.87
5.47	149.55
11.60	119.01
3.94	190.42
3.58	30.54
8.13	10.53
6.26	21.06
2.20	15.80
8.13	10.53
8.46	36.86
8.46	36.86
5.21	32.65
1.92	44.23
0.33	26.33
7.08	22.12
1.28	29.49
3.64	6.24
6.31	10.41
0.66	52.66
3.01	16.65
5.06	84.26
3.25	4.21
4.07	5.27
2.44	3.16
6.02	33.70
3.25	4.21
2.44	3.16
2.44	3.16
3.25	4.21
5.69	7.37
2.20	15.80
4.97	45.29
2.86	68.46
5.29	6.85
4.83	6.32
6.51	8.43
8.13	10.53
1.63	2.11
2.20	15.80
9.45	115.85
7.25	100.05
9.76	12.64
3.65	147.45
7.91	152.71
5.35	155.87
1.65	131.65

THE-NALCOR-SYSTEM
AUTO CONSUMER SERVICE

PONTIAC
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	FOB (EXCISE)	TOTAL COST	SUGGESTED RETAIL
	Paint, Cont'd.				
RTT	Standard Two-Tone	Tempest group ex. wagons and convertibles	2.02	30.90	40.02
		Pontiac ex. Grand Prix or conv.	1.86	28.46	36.86
		Firebird hardtop	1.60	24.40	31.60
		Tempest group wagon	.80	12.20	15.80
382	Radio: AM Push Button	Tempest, Firebird groups (incl. man. antenna)	3.09	47.17	61.09
		Pontiac group ex. Grand Prix (incl. man. antenna)	4.42	67.50	87.42
		Grand Prix	4.89	74.61	96.89
384	AM-FM	Tempest, Firebird groups (incl. man. antenna)	6.76	103.28	133.76
		Pontiac group ex. Grand Prix (incl. man. antenna)	7.45	113.85	147.45
		Grand Prix	7.93	121.17	156.93
388	AM-FM Stereo	All ex. Grand Prix	12.08	184.60	239.08
		Grand Prix	12.56	191.92	248.56
391	Rear Speaker: Regular	All ex. wagon (NA stereo radio or tape)	.80	12.20	15.80
		Wagon (NA stereo radio or tape)	1.06	16.26	21.06
392	Reverberating	All ex. Firebird (NA stereo radio or tape)	2.66	40.66	52.66
	Seats:				
568	Bench, Contour	Firebird (NA w/console)	1.60	24.40	31.60
562	Bucket, Front	Bonneville coupe, convertible	6.28	95.96	124.28
		Catalina coupe, conv.	10.11	154.51	200.11
401	Foam Front Cushion	Tempest group ex. LeMans, GTO	.43	6.51	8.43
		Pontiac group ex. Grand Prix	.53	8.13	10.53
604	Rear, Folding	Firebird	2.13	32.53	42.13
561	Power Bench: 4-way	Tempest group	3.72	56.92	73.72
	6-way	Pontiac group	5.05	77.25	100.05
564	Power Bucket, Left Front	All w/bucket seats	3.72	56.92	73.72
578	Reclining Pass. w/Headrests	Executive, Bonneville ex. wagon; Grand Prix; LeMans coupe, conv.; GTO	2.13	32.53	42.13
494	Split Back, Second	Pontiac group wagon	1.86	28.46	36.86
634	Shock Absorbers: Superlift Rear	All ex. Firebird	2.13	32.53	42.13
	Adjustable	Firebird	2.66	40.66	52.66
442	Speedometer, Safeguard	All ex. Firebird (NA Tempest group w/Rallye Gauge)	.80	12.20	15.80
		Firebird (NA w/Rallye Gauge)	.59	8.95	11.59
501	Steering, Power	Tempest group ex. GTO	5.05	77.25	100.05
		GTO, Firebird	5.32	81.32	105.32
		Pontiac group	5.85	89.45	115.85
462	Steering Wheel: Custom Sport	All ex. Catalina, Tempest 233, Firebird w/o Decor group	1.76	26.84	34.76
		Firebird, 233 series and Catalina w/o Decor group	2.55	39.03	50.55
461	Deluxe	233 series, Firebird, Catalina	.80	12.20	15.80
504	Tilt	All (power steering req. NA man. col. shift)	2.29	34.97	45.29
494	Stripes, Rally	GTO	.69	10.57	13.69
431	Tachometer, Hood Mounted	Tempest group, Firebird	3.19	48.79	63.19
544	Tailgate, Dual Hinge	Tempest custom wagon	2.13	32.53	42.13
394	Tape Player, Stereo	All (radio req., NA w/man. trans. console or rear speaker)	6.76	103.28	133.76
SVT	Top: Cordova	Tempest group ex. wagons and convertibles	5.05	77.25	100.05
		Firebird hardtop	4.52	69.12	89.52
		Pontiac group coupes & 4-drs. ex. GP & wagons	5.85	89.45	115.85
		Pontiac group wagon, Grand Prix	7.18	109.78	142.18
544	Power, Convertible	Tempest Custom and Firebird convertible	2.66	40.66	52.66
	Transmission:				
356	3-spd. Manual Floor Shift	6-cyl. Tempest group ex. GTO, Firebird (std. w/Sprint Option)	2.13	32.53	42.13
355	3-spd. Manual Heavy Duty	Tempest group V-8 ex. GTO, Firebird 350 V-8	4.26	65.06	84.26
352	Automatic	Tempest, Firebird 6-cyl.	9.24	141.24	174.24
		Tempest group, Firebird 350 eng. w/2-bbl. carb.	9.80	149.80	184.80
357 351	Turbo Hydra-Matic	Tempest group, Firebird 8 cyl. 350 eng. w/2-bbl. carb. and air cond.; Pontiac group	12.04	184.04	227.04
		Tempest group, Firebird 8 cyl. ex. 350 eng. w/2 bbl. carb. and air cond.	10.92	166.92	205.92
		6 cyl.	10.36	158.36	195.36

PONTIAC
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
	Transmission, Cont'd.				
354	4-spd. Manual (NA 375 H.P. eng.)	Tempest group (NA std. 6 cyl.)	9.80	140.80	184.80
		Firebird	10.36	158.36	195.36
		Grand Prix	12.04	184.04	227.04
358	4-spd. Close-Ratio (375 H.P. eng. req.)	Tempest group	9.80	140.80	184.80
		Firebird	10.36	158.36	195.36
		Pontiac group	12.04	184.04	227.04
49	Trim: Black Coated Fabric	233 sport coupe, sedan	1.38	21.14	27.38
92, 93 96, 98	Leather and Morrokide	Grand Prix, Firebird	10.05	153.09	199.05
31, 32, 36, 38	Vinyl	Catalina 4-door sedan, 2-door or 4-door hardtop	1.44	21.95	28.44
514	Pedal Plates	Tempest 233 and Custom, Firebird, Catalina	.27	4.07	5.27
588	Ventilation, Power Flow (N.A. w. air cond. or reverberating speaker)	Firebird, Tempest group hardtop or convertible, Pontiac group	2.13	32.53	42.13
		Tempest group 4-door sedan, hardtop	2.93	44.73	57.93
452	Wheel Discs: Custom	233 series, Custom, LeMans, Firebird	1.01	15.45	20.01
		Catalina w/Decor group; Executive, Bonneville, Grand Prix	1.54	22.04	30.54
		Tempest group or Firebird w/o Decor group; Safari, GTO	2.07	31.71	41.07
		Catalina w/o Decor group	2.61	39.85	51.61
451	Deluxe	Tempest, Firebird groups; Catalina	1.06	16.26	21.06
453	Wire	233 series, Custom, LeMans, Firebird, Catalina w/Decor group, Executive, Bonneville, Grand Prix	2.66	40.66	52.66
		Tempest, Firebird group or Catalina w/o Decor group, Safari, GTO	3.72	56.92	73.72
454	Wheels, Rally II (NA wagon)	233 series, Custom, LeMans, Firebird, Catalina w/Decor group; Executive, Bonneville, Grand Prix	3.19	48.79	63.19
		Firebird, Tempest group or Catalina w/o Decor group; Safari, GTO	4.26	65.06	84.26
551	Windows: Power	Tempest, Firebird groups	5.32	81.32	105.32
		Pontiac group	5.59	85.59	110.59
542	Power Tailgate	Tempest and Pontiac group (std. 3-seat) wagon	1.76	26.84	34.76
521	Windshield Wiper Blades, Arctic	Tempest, Firebird	.32	4.88	6.32
		Pontiac Group	.37	5.69	7.37
411	Windshield Wipers, Concealed	Tempest 233 and Custom (incl. w. Decor Group)	.96	14.64	18.96
	Tires:				
	Tempest Group				
TCB	7.75-14 whitewall	6-cyl. ex. wag., LeMans 4-dr. hardtop w/air cond.	1.60	24.40	31.60
TDA	8.25-14 blackwall	6-cyl. ex. wag., LeMans 4-dr. hardtop w/air cond.	.74	11.38	14.74
TDB	8.25-14 whitewall	6-cyl. ex. wag., LeMans 4-dr. hardtop w/air cond.	2.77	42.29	54.77
		Wagon; 6-cyl. LeMans 4-door hardtop w/air cond.; 8-cyl. 350 eng. ex. GTO	2.02	30.90	40.02
TPC, TPD	G70-14 Red Line or whitewall	6-cyl. ex. wag., LeMans 4-dr. hardtop w/air cond.	3.30	50.42	65.30
		Wagon; 6-cyl. LeMans 4-door hardtop w/air cond.; 8-cyl. 350 eng. (std. GTO)	2.55	39.03	50.55
TRT, TRR	G78-14 Red Line or whitewall, Fiberglass	6-cyl. ex. wag., LeMans 4-dr. hardtop w/air cond.	4.63	70.75	91.63
		Wagon; 6-cyl. LeMans 4-door hardtop w/air cond.; 8-cyl. 350 eng. ex. GTO	3.88	59.36	76.88
		GTO	1.33	20.33	26.33
TPT, TPR	G70-14 Red Line or whitewall, Fiberglass	6-cyl. ex. wag., LeMans 4-dr. hardtop w/air cond.	5.69	87.01	112.69
		Wagon; 6-cyl. LeMans 4-door hardtop w/air cond.; 8-cyl. 350 eng. ex. GTO	4.95	75.63	97.95
		GTO	2.93	44.73	57.93
702	Collapsible Spare	All w/o Rally wheels ex. wagon	.80	12.20	15.80
	Firebird Group				
THC, THD	F70-14 Red Stripe or whitewall	Basic 6-cyl. (code 341)	1.60	24.40	31.60
TME	F70-14 Blackwall	Basic 6-cyl.	.74	11.33	14.74
TMC, TMD	F70-14 Red Line or whitewall	Basic 6-cyl.	2.34	35.78	46.34
		Sprint (6-cyl. 4-bbl.) or V-8 350	1.60	24.40	31.60

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ACOR-SYSTEM
SUMER SERVICE

TOTAL COST	SUGGESTED RETAIL
140.80	184.80
150.36	195.36
184.04	227.04
140.80	184.80
150.36	195.36
184.04	227.04
21.14	27.38
153.69	199.05
21.96	28.44
4.07	5.27
32.53	42.13
44.73	57.93
15.45	20.01
22.04	30.54
31.71	41.07
39.85	51.61
16.26	21.06
40.66	52.66
56.92	73.72
48.79	63.19
65.05	84.26
81.22	105.32
85.39	110.59
26.84	34.76
4.88	6.32
5.69	7.37
14.64	18.96
24.40	31.60
11.38	14.74
42.29	54.77
30.90	40.02
50.42	65.30
39.03	50.55
70.75	91.63
59.36	76.88
20.33	26.33
87.01	112.69
75.63	97.95
44.73	57.93
12.20	15.80
24.40	31.60
11.38	14.74
35.78	46.31
24.40	31.60

THE NABCOR SYSTEM
AUTO-CONSUMER SERVICE

PONTIAC
1969 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	TOTAL COST	SUGGESTED RETAIL
	Tires:				
	Firebird Group, Cont'd.				
TMT, TMR	F70-14 Red Line or whitewall, Fiberglass . . .	Basic 6 cyl.	3.67	56.11	72.67
		Sprint (6 cyl. 4-BBL) or 8 cyl. 350 eng.	2.93	44.73	57.93
		8-cyl. 400 eng.	1.33	20.33	26.33
	Pontiac Group				
TEB	8.55-15 whitewall	All ex. wagon, Grand Prix or Bonneville w/Brougham trim . .	2.23	34.15	44.23
TFA	8.85-15 blackwall	All ex. wagon, Grand Prix or Bonneville w/Brougham trim . .	1.17	17.89	23.17
TFB	8.85-15 whitewall	All ex. wagon, Grand Prix or Bonneville w/Brougham trim . .	3.62	55.30	71.62
		Bonneville w/Brougham trim	2.45	37.41	48.45
		Wagon	2.45	37.41	48.45
TLB	9.15-15 whitewall	All ex. wagon, Grand Prix or Bonneville			
TKR	J76-15 whitewall, Fiberglass	w/Brougham trim . . .	4.95	75.63	97.95
		Bonneville w/Brougham trim	3.78	57.74	74.78
TRC,-D	G78-14 Red Line or whitewall	Grand Prix	2.02	30.90	40.02
TRT, TRR	G78-14 Red Line or whitewall, Fiberglass . . .	Grand Prix w/o "SJ" Option	3.35	51.23	66.35
TPT, TPR	G70-14 Red Line or whitewall, Fiberglass . . .	Grand Prix w/o "SJ" Option	4.95	75.63	97.95
		Grand Prix w/ "SJ" Option	1.60	24.40	31.60
704	Collapsible Spare	All std. w/Rallye wheels	.80	12.20	15.80

The Rabcor System

RABCOR, INC.
General Motors Building
1775 BROADWAY
New York, New York 10019

CODE:

The manufacturer's ordering code number is shown in the extreme left hand column for the basic units and the optional accessories.

BASIC COST:

The "TOTAL COST" column reflects the Nabcor distributor's cost for the basis unit with factory standard equiptment. This column does not include the destination (freight) charges.

FREIGHT:

The "FREIGHT" column is merely to remind you that the "TOTAL COST" column does not include freight. The figure in the "FREIGHT" column reflects freight to the Philadelphia area. Adjustments should be made for proper freight charges to your area.

OPTIONAL ACCESSORIES:

See the appropriate listings for availability and price structure for your cost and manufacturer's suggested retail price.

Information contained in this book is compiled from reliable and accurate sources but we do not assume responsibility for errors of commission or omission. These prices are subject to change without notice.

Jenkintown, Pa.

A 558

WIT. Cucci
DATE 4-13-75
[illegible] REPORTING SERVICE

NABCOR BROKER FRANCHISE AGREEMENT

THIS AGREEMENT entered into and executed at Philadelphia, Pennsylvania *this* Twenty-third *day of* February 1968 *by and between NABCOR, INCORPORATED, hereinafter called NABCOR, and* Peter J. Cucci & John Dougal *hereinafter referred to as BROKER.*

WITNESSETH:

WHEREAS, NABCOR is in the business of supplying new and used automobiles and

WHEREAS, BROKER desires to engage in the business of conducting a consumer service for the purchase of new and used automobiles for the retail consumer, supplied by NABCOR, within certain territorial limits and on a franchise basis:

NOW, THEREFORE, it is agreed as follows:

IN CONSIDERATION of the mutual promises and covenants contained in this agreement and in the franchise application and qualification form, which by reference is hereby made a part of this agreement, NABCOR does hereby grant to BROKER the right to conduct an automobile consumer service, whereby, BROKER will arrange lease-purchase contracts to the retail consumer within the area described below.

1. TERRITORY: Huntington Township, L.I., New York

2. Said franchise shall exist for a term of one(1) year from the date hereof and thereafter may be renewed by BROKER on a year to year basis at his option, provided however, the BROKER shall maintain at all times an office satisfactory to NABCOR and that the BROKER shall conduct his business in accordance with good, sound, and acceptable business standards.

3. NABCOR agrees to and will, during the term of this franchise, provide to the BROKER the following services and products:

A. NABCOR will arrange for and provide new and used cars for BROKER'S Customers.

B. NABCOR will thoroughly train BROKER in management, administration, solicitation, financing, leasing, insurance and etc.

C. NABCOR will thoroughly train BROKER in used car wholesale.

D. NABCOR will assist and supply basic bookkeeping procedures and forms.

E. NABCOR will supply purchase agreement forms.

F. NABCOR will supply wholesale price lists on all domestic make new cars.

G. NABCOR will furnish an 18" x 36" lighted sign to BROKER.

H. NABCOR will supply leasing information and assistance.

I. NABCOR will supply registration information and forms, where applicable.

J. NABCOR will provide assistance in programing and advertising.

K. NABCOR will provide consultation for BROKER, and give expert advice on matters pertaining to the business.

L. NABCOR will provide new cars at established Fleet Prices, plus Transportation, plus NABCOR fee of fifty dollars($50.00). This fee is subject to increase if justified by increased cost.

Fleet price is construed to be factory invoice price plus.

5. [illegible] may be sold, assigned, or transferred upon the written [illegible] Such permission shall not be unreasonably withheld as long as the BROKER is fulfilling the terms and conditions of this Agreement and the same is in full force and effect. This Agreement shall inure to the benefit of the estate or heirs of the BROKER. Broker shall have the right to assign this contract to a corporation to be organized and upon assignment shall no longer be liable.

6. NABCOR agrees after the BROKER has attained his monthly potential, NABCOR will allow BROKER to establish Associate Brokers within the above territory and in such open area as may be assigned by NABCOR. Such Associate Broker contracts shall be written on NABCOR forms and subject to NABCOR approval, terms and conditions.

7. NABCOR agrees to provide at its expense a complete training program for the BROKER or for its designaee. This program will include a general indoctrination of all phases of the NABCOR automobile consumer services. This training program will be either verbal or taped at NABCOR'S discretion. Thereafter, training seminars will be held at a time and place to be determined by NABCOR and may be attended by the BROKER or by his designaee, should the BROKER feel additional training is necessary.

8. NABCOR agrees to pay all freight or postage on regular shipments of signs and materials.

9. NABCOR reserves the right to change the terms and conditions of Purchase Agreements and forms from time to time as deemed necessary.

10. FRANCHISE FEE: In consideration of the above benefits to the BROKER and the obligations to be performed by NABCOR, in order to help partially defray the cost of establishing the franchise, which includes training and all other material necessary to operate the franchise, and in consideration of NABCOR'S execution of this agreement, BROKER agrees to and does hereby pay to NABCOR as the consideration, therefore, the sum of Fifty-Five Hundred DOLLARS ($5500).

11. NABCOR agrees upon attainment of fifty percent (50%) of the BROKER'S potential or Eighty cars BROKER will thereafter receive a credit of Twenty Five Dollars ($25.00) per car until he shall have received a total therefrom in the sum of Four Thousand DOLLARS ($4000).

12. BROKER will conduct his business under his own name or a fictitious or corporate name chosen by him which shall not include the word NABCOR, but, the BROKER shall set forth on all business stationery, cards, signs and all other manner of public utterance that he is an authorized BROKER for NABCOR.

13. NABCOR reserves the right to assign and transfer its rights and interests in and to this agreement and the BROKER and the heirs and assigns of the BROKER agree to be bound by the terms of this if and when assigned.

14. BROKER understands and agrees that any change of principals, officers, partners, or name of the BROKER shall require written approval of NABCOR.

15. BROKER agrees that his minimum quota will be SIX cars per ninety (90) day period.

   a. BROKER agrees if he does not meet his minimum quota for any ninety (90) day period, he is subject to cancellation and all monies paid shall be retained by NABCOR as damages.

   b. Said minimum quota shall not become effective until sixty (60) days after the execution of this Agreement.

16. BROKER agrees to pay an annual licensing fee of Five Hundred Dollars ($500.00) for as long as he renews this Agreement.

17. BROKER agrees he will order new cars and used cars for all lease-purchase contracts and any other materials through NABCOR.

will result in forfeiture of part payment as liquidated damages.

19. BROKER agrees to mail to NABCOR all completed Purchase Agreements listed on a duly executed Sales Report along with the full remittance within seventy-two (72) hours from the date of execution of said agreements, and delivering of automobile to broker. [illegible]

20. BROKER agrees he will engage in ~~no~~ other competing business of any kind without first obtaining the written authorization of NABCOR, except those presently engaged in. [illegible]

21. BROKER agrees that he will make no warranties other than those on the purchase agreement.

22. BROKER agrees he will not solicit in any territory other than that franchised to him by the terms of this Agreement, and a repeated violation hereof, at NABCOR'S election, NABCOR may cancel and terminate this franchise.

23. BROKER agrees that he will submit upon request his complete records and financial statement pertaining to the business encompassed by this agreement.

24. BROKER agrees to pay the freight on special airborne shipments made at his request or on any supplies or materials returned as undeliverable.

25. BROKER agrees to allow NABCOR on brokers written consent to establish Associate Brokers for him, with his consent in assigned territory or he may establish Associate Brokers himself based on NABCOR'S approval, terms, and conditions.

26. BROKER agrees that he will not advertise either directly or indirectly through use of a fictitious trade style or otherwise in any manner whatsoever unless such advertisement is approved in writing by NABCOR.

27. BROKER agrees that he will set up his operation and all other matters necessary to his business as soon as possible so that he may handle lease-purchase contracts himself.

28. Upon termination of this Agreement, BROKER agrees to remove and refrain from using thereafter the word "NABCOR" or any name that has been used in connection with the sale of this service including the use of any facsimile thereof on cards, letterheads, advertisements, or in any other manner whatsoever.

29. BROKER understands and agrees that he is an independent contractor and that he is not an agent for nor acting on behalf of NABCOR for any purpose or in any manner whatsoever in the operation of his business during or after the expiration of this Agreement. BROKER agrees to indemnify and save NABCOR harmless from and against all claims, demands, damages, actions, and causes of action, liability, expenses or costs, caused by broker ~~arising out of any transaction participated in or act committed or omission to act by BROKER.~~ If suit is brought against BROKER and/or NABCOR on account of any such transaction or act of omission, BROKER shall, upon receipt of notice thereof, assume the defense and bear all expenses, cost, attorney's fees and liability or damages which may be incurred. BROKER also agrees to promptly pay when due on demand all debts and obligations incurred by him in the course of his business during the term of this Agreement. BROKER'S failure to perform any of the terms of this Agreement shall constitute his breach of this Agreement, which at the sole option of NABCOR shall entitle NABCOR to cancel this Agreement and to retain all payments theretofore made by BROKER to NABCOR under the terms of this Agreement. [illegible]

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30. In the event NABCOR is prevented from performing any of its obligations hereunder by reason of Acts of God, strikes, labor difficulties, riot, insurrection or the act of any government body or by any other reason beyond its control, the delay occasioned thereby or the failure to supply new or used automobiles shall not be considered a breach of this contract.

31. The paragraphs of this Agreement are severable and in the event any paragraph, sentence or word, or portion of this Agreement is declared illegal or unenforceable, the remainder of this Agreement shall be effective and binding

constitutes the entire agreement between the parties and there are no covenants, promises, or agreements (written or oral) and no agent of either party has authority to make representations or other agreements (verbal or written) which modify or vary the terms or conditions of this Agreement.

32. BREACH OF CONTRACT: Breach of any of the terms and conditions of this agreement or any fraudulent acts or misconduct by the BROKER shall, at the option of NABCOR, be cause for termination of this agreement and all benefits hereof. However, both parties shall have thirty (30) days to rectify such breach. In the event such breach is not rectified any money owing NABCOR under this agreement shall immediately become due and payable.

33. VENUE: In the event that suit is brought by either party under the provisions of this Agreement or any other agreement between the parties hereto, venue shall be in the State of Pennsylvania and in the county which is the current principal legal residence of NABCOR. It is further agreed that for the purpose of interpretation the laws of the State of Pennsylvania shall govern the terms and conditions of this Agreement. Failure to enforce any of the provisions of this agreement shall not be considered a waiver of that provision.

34. Any lease-purchase contract presented to NABCOR and not acceptable to NABCOR because of finance, insurance, or other terms of lease-purchase contracts submitted, may be returned by NABCOR to BROKER.

35. It is further agreed that the term "lease-purchase" as used in this agreement means a program established by NABCOR at its discretion to include leases or purchases or a combination of both.

36. RESTRICTIVE COVENANT: The BROKER further agrees that while this agreement is in force or after termination of this agreement he will not divulge to any person or persons, except in the normal course of carrying out the business of NABCOR, any of the latter's business or sales methods, forms, collection methods, or contracts, correspondence, letters and all documents or copies thereof, pertaining to or relative to the business of NABCOR including lists of customers or former customers and will not solicit same nor use any of the above in any manner whatsoever without the written permission of NABCOR. The BROKER agrees to deliver all such material prepaid to NABCOR at the termination of this agreement. The BROKER also agrees that he will not employ or seek to employ or hire in any capacity any person who is at the same time employed by or representing NABCOR in any capacity and will not directly or indirectly induce any such persons to leave their employment unless the BROKER has obtained the prior written approval of NABCOR.

37. The BROKER further agrees that while this agreement is in full force and for a period of one year after termination of this agreement not to compete in any manner whatsoever with NABCOR in any similar business either as an individual or partner, (active, inactive or silent), corporation stockholder, or company, in any city or county in which NABCOR is engaged in business or is transacting business.

38 INJUNCTIVE RELIEF: NABCOR shall be entitled to injunctive relief and damages should BROKER breach any of the terms and conditions of the restrictive covenants contained in this agreement and that any monies owing the BROKER by NABCOR under the terms of this or any subsequent agreement may be applied as liquidated damages. This provision or the restrictive covenants contained in this agreement may not be waived or modified by any subsequent agreements unless such waiver is specifically mentioned.

39. FILING OF CLAIMS: Any claim whatsoever against NABCOR or other representatives of NABCOR resulting from or arising out of this agreement or subsequent agreements that are not set forth in writing by registered mail within thirty (30) days after date of such claim or within 30 days after termination of this agreement, whichever applies, shall be considered waived. The restrictive covenants contained in paragraph 37 of this agreement shall be construed as independent of any other provision hereof and the existence of any claim in course of action of the BROKER against NABCOR whether predicated on this agreement or otherwise, shall not constitute a defense to the enforcement by NABCOR of said restrictive covenants. The prospective BROKER in consideration of the negotiation between himself and NABCOR that resulted in him signing this agreement agrees to bind himself to paragraph 37 of this sales agreement whether or not this agreement has been accepted, signed, countersigned, or rejected by NABCOR.

between the parties [illegible], and that this [illegible]
or otherwise, have been made, and that this [illegible]
until accepted and approved by the home office in Pennsylvania.

A $6

WITNESS:

BROKER: P. J. Cucci
John Dougal
John Dougal

Same
(Business Address)

Huntington Station L.I., New York
(City and State)

ACCEPTED:
NABCOR, INCORPORATED
BY: ______________

Peter J. Cucci
(Home Address)

THE FRANCHISE FEE OR A DEPOSIT MUST ACCOMPANY APPLICATIONS.
CHECKS SHOULD BE CERTIFIED OR EXCHANGED FOR A DRAFT PAYABLE TO NABCOR, INC.
ALL MONEY WILL BE RETURNED IMMEDIATELY IF APPLICATION IS NOT ACCEPTED.

FOR VALUE RECEIVED THIS CONTRACT IS ASSIGNED TO TURCO AUTO SALES AND LEASING CO.

NABCOR AREA DISTRIBUTOR FRANCHISE AGREEMENT

THIS AGREEMENT entered into and executed at Philadelphia, Pennsylvania

this 12th *day of* April, *19* 69 *by and between*

NABCOR, INCORPORATED, hereinafter called NABCOR, and Mr. Robert B. Hein

719 Prospect Avenue, Bethlehem, Pennsylvania

a DISTRIBUTOR/BROKER hereinafter referred to as AREA DISTRIBUTOR.

WITNESSETH:

WHEREAS, NABCOR is in the business of supplying new and used automobiles and

WHEREAS, AREA DISTRIBUTOR desires to engage in the business of conducting an "Automobile Consumer Service" for the purchase of new and used automobiles for the retail consumer, supplied by NABCOR, within certain territorial limits and on a franchise basis:

NOW, THEREFORE, it is agreed as follows:

IN CONSIDERATION of the mutual promises and covenants contained in this agreement and in the franchise application and qualification form, which by reference is hereby made a part of this agreement, NABCOR does hereby grant to AREA DISTRIBUTOR the right to conduct an "Automobile Consumer Service", whereby, AREA DISTRIBUTOR will arrange purchase agreements for the retail consumer within the area described below:

1. TERRITORY: All of the City of Bethlehem to include the portion in Lehigh County, and Easton Pennsylvania in Northampton County, and all territory between the Cities.

2. Said franchise shall exist for a term of one (1) year from the date hereof and thereafter may be renewed by AREA DISTRIBUTOR on a year to year basis at his option, provided however, the AREA DISTRIBUTOR shall maintain at all times an office satisfactory to NABCOR and that the AREA DISTRIBUTOR shall conduct his business in accordance with good, sound and acceptable business standards.

3. NABCOR agrees to and will, during the term of this franchise, provide to the AREA DISTRIBUTOR the following services and products:

   A. NABCOR will arrange for and provide new and used cars for AREA DISTRIBUTOR'S customers.

   B. NABCOR will thoroughly train AREA DISTRIBUTOR in management, administration, solicitation, financing, leasing, insurance and sales motivation.

   C. NABCOR will thoroughly train AREA DISTRIBUTOR in used car wholesale.

   D. NABCOR will assist and supply basic bookkeeping procedures and forms.

   E. NABCOR will supply purchase agreement forms.

   F. NABCOR will supply wholesale price lists on all domestic make new cars.

   Lighted Nabcor identification
   G. NABCOR will furnish [illegible] signs for AREA DISTRIBUTOR and ten (10) brokers.

   H. NABCOR will supply leasing information and assistance.

on matters pertaining to the [illegible]

G. NABCOR will provide new cars at established Fleet prices, plus transportation, plus NABCOR fee of fifty dollars ($50.00). This fee is subject to increase if justified by increased cost.

H. NABCOR will provide materials, signs and training for area distributor's brokers.

4. NABCOR agrees to handle purchase agreements for AREA DISTRIBUTOR if necessary. All fees due AREA DISTRIBUTOR will be paid to AREA DISTRIBUTOR if necessary, upon completion of Purchase Agreement.

5. NABCOR agrees that the AREA DISTRIBUTOR interest in this agreement is personal and may be sold, assigned, or transferred upon the written permission of NABCOR. Such permission shall not be unreasonably withheld as long as the AREA DISTRIBUTOR is fulfilling the terms and conditions of this Agreement and that same is in full force and effect. This Agreement shall innure to the benefit of the estate of heirs of the Area Distributor.

6. NABCOR agrees to provide at its expense a complete training program for the AREA DISTRIBUTOR or for its designee. This program will include a general indoctrination of all phases of the NABCOR 'Automobile Consumer Service'. This training program will be either verbal or taped at NABCOR'S discretion. Thereafter, training seminars will held at a time and place to be determined by NABCOR and may be attended by the AREA DISTRIBUTOR or by his designee, should the AREA DISTRIBUTOR feel additional training is necessary.

7. NABCOR reserves the right to change the terms and conditions of Purchase Agreements and forms from time to time as deemed necessary.

8. It is hereby agreed that AREA DISTRIBUTOR will maintain a minimum of ten (10) brokers at all times. Failure to do so for a period exceeding ninety (90) days will necessitate, upon mutual agreement, further assistance by NABCOR at the AREA DISTRIBUTOR'S expense.

9. AREA DISTRIBUTOR, at the signing of this agreement, agrees to and does hereby order the following supplies:

1	ADMINISTRATIVE PACKAGE (S)	@	$375.00	$ 375.00
10	BROKER SALES PACKAGE (S)	@	$225.00	$ 2250.00
10	BROKER TRAINING COURSES	@	$175.00	$ 1750.00
11	LIGHTED ELECTRIC SIGNS	@	$125.00	$ 1375.00
	TOTAL INITIAL ORDER			$ 5750.00

10. In consideration of the above and all other benefits to the AREA DISTRIBUTOR encompassed by this agreement which include the above mentioned supplies ordered, and the first year annual license fee of Five Hundred Dollars ($500.00).,AREA DISTRIBUTOR does hereby pay to NABCOR the sum of $ 6250.00 . Receipt of which is hereby acknowledged.

11. AREA DISTRIBUTOR will conduct his business under his own name of a fictitious or corporate name chosen by him which shall not include the words NABCOR, INC., provided however, AREA DISTRIBUTOR may submit for approval a fictitious or corporate name which includes the work NABCOR provided such fictitious name sufficiently indentifies AREA DISTRIBUTOR'S business as a separate and distinct entity from NABCOR, INC. The AREA DISTRIBUTOR shall set forth on all business stationery, cards, signs and all other manner of public utterance that he is an authorized NABCOR AREA DISTRIBUTOR.

12. NABCOR reserves the right to assign and transfer its rights and interests in and to this agreement and the AREA DISTRIBUTOR and the heirs and assigns of the AREA DISTRIBUTOR agree to be bound by the terms of this if and when assigned.

13. AREA DISTRIBUTOR understands and agrees that any change of principals, officers, partners, or name of the AREA DISTRIBUTOR shall require written approval of NABCOR.

retained by NABCOR as damages.

B. Said minimum quota shall not become effective until sixty (60) days after the execution of this Agreement.

15. AREA DISTRIBUTOR agrees to pay an annual licensing fee of Five Hundred Dollars ($500.00) for as long as he renews this Agreement.

16. AREA DISTRIBUTOR agrees he will order new cars and used cars for all purchase agreements and any other materials for himself and his brokers through NABCOR.

17. Any new automobiles ordered by AREA DISTRIBUTOR must be accompanied by part payment of not less than One Hundred Dollars ($100.00) and will be considered binding. Failure to complete said purchase in accordance with the terms of the purchase agreement will result in forfeiture of part payment as liquidated damages.

18. AREA DISTRIBUTOR agrees to mail to NABCOR all completed Purchase Agreements listed on a duly executed Sales Report along with the full remittance within seventy-two (72) hours from the date of execution of said agreements.

19. AREA DISTRIBUTOR agrees he will engage in no other business of any kind without first obtaining the written authorization of NABCOR, except those presently engaged in.

20. AREA DISTRIBUTOR agrees that he will make no warranties other than those on the Purchase Agreement.

21. AREA DISTRIBUTOR agrees he will not solicit or place brokers in any territory other than that franchised to him by the terms of this Agreement, and a repeated violation hereof, at NABCOR'S election, NABCOR may cancel and terminate this franchise.

22. AREA DISTRIBUTOR agrees that he will submit upon request his complete records and financial statement pertaining to the business encompassed by this agreement.

23. AREA DISTRIBUTOR agrees to pay the freight on shipments made at his request or on any supplies or materials returned as undeliverable.

24. AREA DISTRIBUTOR agrees to allow NABCOR to establish brokers for him in assigned territory or he may establish brokers himself based on NABCOR'S approval, terms, and conditions.

25. AREA DISTRIBUTOR agrees that he will not advertise either directly or indirectly through use of a fictitious trade style or otherwise in any manner whatsoever unless such advertisement is approved in writing by NABCOR.

26. AREA DISTRIBUTOR agrees that he will set up his operation and all other matters necessary to his business as soon as possible so that he may handle purchase agreements himself.

27. Upon termination of this Agreement, AREA DISTRIBUTOR agrees to remove and refrain from using thereafter the word "NABCOR" or any name that has been used in connection with the sale of this service including the use of any facsimile thereof on cards, letterheads, advertisements, or in any other manner whatsoever.

28. AREA DISTRIBUTOR understands and agrees that he is an independent contractor and that he is not an agent for nor acting on behalf of NABCOR for any purpose or in any manner whatsoever in the operation of his business during or after the expiration of this Agreement. AREA DISTRIBUTOR agrees to indemnify and save NABCOR harmless from and against all claims, demands, damages, actions, and causes of action, liability, expenses or costs arising out of any transaction participated in or act committed or omission to act by AREA DISTRIBUTOR. If suit is brought against AREA DISTRIBUTOR and/or NABCOR on account of any such transaction or act of omission, AREA DISTRIBUTOR shall, upon receipt of notice thereof, assume the defense and bear all expenses, cost, attorney's fees and liability or damages which may be incurred. AREA DISTRIBUTOR also agrees to promptly pay when due on demand all debts and obligations incurred by him in the course of his business during the term of this Agreement. AREA DISTRIBUTOR'S failure to perform any of the terms of this Agreement shall constitute his breach of this

29. In the event NABCOR is prevented from performing any of [illegible] insurrection or the act by reason of Acts of God, strikes, labor difficulties, riot, the delay of any government body or by any other reason beyond its control, shall not be occasioned thereby or the failure to supply new or used automobiles considered a breach of this contract.

30. The paragraphs of this Agreement are severable and in the event any paragraph, sentence, word, or portion of this Agreement is declared illegal or unenforceable, the remainder of this Agreement shall be effective and binding upon the parties. No waiver of any breach of any of the covenants, agreements, or provisions herein contained shall be construed as a waiver of any subsequent breach of the same or any other covenants or provision. This instrument constitutes the entire agreement between the parties and there are no other covenants, promises, or agreements (written or oral) and no agent of either party has authority to make representations or other agreements (verbal or written) which modify or vary the terms or conditions of this Agreement.

31. BREACH OF CONTRACT: Breach of any of the terms and conditions of this agreement or any fraudulent acts or misconduct by the AREA DISTRIBUTOR shall, at the option of NABCOR, be cause for termination of this agreement and all benefits hereof. However, both parties shall have thirty (30) days to rectify such breach. In the event such breach is not rectified any money owing NABCOR under this agreement shall immediately become due and payable.

32. VENUE: In the event that suit is brought by either party under the provisions of this agreement or any other agreement between the parties hereto, venue shall be in the State and in the county which is the current principal legal residence of NABCOR. It is further agreed that for the purpose of interpretation the laws of the State of Pennsylvania, home office of NABCOR, shall govern the terms and conditions of this Agreement. Failure to enforce any of the provisions of this Agreement shall not be considered a waiver of that provision.

33. Any purchase agreement presented to NABCOR and not acceptable to NABCOR may be returned by NABCOR to AREA DISTRIBUTOR.

34. RESTRICTIVE COVENANT: The AREA DISTRIBUTOR further agrees that while this agreement is in force or after termination of this agreement he will not divulge to any person or persons, except in the normal course of carrying out the business of NABCOR, any of the latter's business or sales methods, forms, collection methods, or contracts, correspondence, letters and all documents or copies thereof, pertaining to or relative to the business of NABCOR including lists of customers or former customers and will not solicit same nor use any of the above in any manner whatsoever without the written permission of NABCOR. The AREA DISTRIBUTOR agrees to deliver all such material prepaid to NABCOR at the termination of this agreement. The AREA DISTRIBUTOR also agrees that he will not employ or seek to employ or hire in any capacity any person who is at the same time employed by or representing NABCOR in any capacity and will not directly or indirectly induce any such persons to leave their employment unless the AREA DISTRIBUTOR has obtained the prior written approval of NABCOR.

35. The AREA DISTRIBUTOR further agrees that while this agreement is in full force and for a period of one year after termination of this agreement not to compete in any manner whatsoever with NABCOR in any similar business either as an individual or partner, (active, inactive or silent) corporation stockholder, or company, in any city or county in which NABCOR is engaged in business or is transacting business.

36. INJUNCTIVE RELIEF: NABCOR shall be entitled to injunctive relief and damages should AREA DISTRIBUTOR breach any of the terms and conditions of the restrictive covenants contained in this agreement and that any monies owing the AREA DISTRIBUTOR by NABCOR under the terms of this or any subsequent agreement may be applied as liquidated damages. This provision or the restrictive covenants contained in this agreement may not be waived or modified by any subsequent agreements unless such waiver is specifically mentioned.

37. FILING OF CLAIMS: Any claim whatsoever against NABCOR or other representatives of NABCOR resulting from or arising out of this agreement or subsequent agreements that are not set forth in writing by registered mail within thirty days (30) after date of such claim or within thirty days (30) after termination of this agreement,

A 5

[illegible] against NABCOR whether predicated on this agreement or otherwise, shall not constitute a defense to the enforcement by NABCOR of said restrictive covenants. The prospective AREA DISTRIBUTOR in consideration of the negotiation between himself and NABCOR that resulted in his signing this agreement agrees to bind himself to paragraph 35 of this sales agreement whether or not this agreement has been accepted, signed, countersigned, or rejected by NABCOR.

The parties hereto certify that they have read all portions of this agreement. This agreement constitutes the final and complete understanding between the parties hereto and that no other representations or promises, verbal or otherwise, have been made, and that this agreement will not become effective until accepted and approved by the home office in Pennsylvania.

WITNESS:

AREA DISTRIBUTOR:

(Signed) *(Title)*

(Business Address)

(City and State)

(Home Address)

(City and State)

CCEPTED:
ABCOR, INCORPORATED:
Y:

A DEPOSIT MUST ACCOMPANY APPLICATIONS.

CHECKS SHOULD BE CERTIFIED OR EXCHANGED FOR A DRAFT PAYABLE TO NABCOR, INC.

ALL MONEY WILL BE RETURNED IMMEDIATELY IF APPLICATION IS NOT ACCEPTED.

Schedule A

Sales Materials for Ten Brokers

FORM NUMBER	NAME	QUANTITY
BAPA-1001	Purchase Agreement Forms	200
BAPO-2002	Purchase Order Forms	50
NCSF-7007	Credit Applications	50
NCVF-9009	Sales Commission Record	50
NSRF-1010	Monthly Sales Record	25
NMF-1212	Nabcor Mailers	500
POA-1313	Power of Attorney	50
BLH-1616	Documentary Letters	500
NRC-3131	Time Payment Schedule	25
NRC-3333	Credit Life Schedule	25
A-125	Used Car Appraisal Form (Bi-Weekly)	26
	Complete Auto Price Index	1
	Lighted Nabcor Clock Sign	1
	Training Course as per Schedule B, 1-A to 2-O..	1

Schedules to-
NADFA-7-683
M-NADFA-7-687

Schedule B

Complete Training Courses for Ten Brokers'

1. Methods and Techniques - Training Manuel
    - A. Opportunity in Auto Brokering
    - B. Your chances of success as an Auto Broker
    - C. Brokers Contribution
    - D. Personal Presentability
    - E. Greeting & Salutation
    - F. Fundamentals of Auto Brokering
    - G. Prospecting
    - H. Daily Practices
    - I. Qualifying
    - J. Techniques that lead to a close
    - K. Self Presentation
    - L. Closing
2. Training and Proceedures - Training Manual
    - A. Introduction
    - B. Special Forms-uses and proper application
    - C. Proper Placing of orders
    - D. Delivery Proceedures
    - E. Proper Solicitation and Methods
    - F. Properly Pricing the Automobile
    - G. Proper Closing Techniques
    - H. Proper Follow up
    - I. Techniques in holding customers
    - J. Automobile outlets on Wholesale & Retail outlets
    - K. Financing and proceedures
    - L. Proper Methods of acquiring brokers
        1. Types of Brokers
        2. Management of Brokers
        3. Duties of Brokers
    - M. Proper Facilities
    - N. Questions and Answers in dealing with customers
    - O. Closing
3. All Necessary Sample Forms
4. Sample Daily Operating Schedule

Scheduals to
KADIA-7-683
B-KADIA-7-687

Schedule C

Administrative Materials For Area Distributor

FORM NUMBER	NAME	QUANTITY
NAPA-1001	Purchase Agreement Forms	300
NAPO-2002	Purchase Order Forms	100
NCSF-7007	Credit Applications	100
NORF-8008	Daily Operating Record	100
NCVF-9009	Sales Commission Record	100
NSRF-1010	Monthly Sales Record	100
NMF-1212	Nabcor Mailers	500
POA-1313	Power of Attorney Forms	100
NLH-1515	Letterheads	1000
NDCR-1414	Contact Report	100
NLH-1616	Documentary Letters	1000
NRC-3131	Time Payment Schedule	30
NRC-3333	Credit Life Schedule	30
A-125	Used Car Appraisal Form (Bi-Weekly)	26
COC-2121	Car Order Control Forms	30
DEAPR-2222	Daily Expense Record	30
NADICA-3535	Independent Contractors Agreement	25
---	Imprinted Envelopes	1000
	Business Cards	1000
	Complete Auto Price Index	1
	Lighted Nabcor Clock Sign	1
	Name Stamp	1
SCH-B	Training Course Includes Sales Assistance Manual	1

Schedules to-
NADFA-7-683
N-NADFA-7-687

A 571

NABCOR, INC.
Suite [illegible] Suburban Station Building
1617 John F. Kennedy Boulevard
Philadelphia 19103

FRANCHISE AGREEMENT FOR
NABCOR, INC.

Executed at Philadelphia, Pennsylvania August 10, 1966 by and between NABCOR, Inc. and Irvin M. [illegible] hereinafter referred to as "DEALER."

WITNESSETH:

WHEREAS, NABCOR, Inc. is in the business of leasing and supplying new and used automobiles; and

WHEREAS, DEALER desires to engage in the business of leasing and selling new and used automobiles supplied by NABCOR, Inc. within certain territorial limits and on a franchise basis.

NOW, THEREFORE, it is agreed as follows:

1. NABCOR, Inc. does hereby grant to DEALER a franchise to sell or lease new and used automobiles obtained by NABCOR, Inc. in the territory designated [illegible] Middlebury, [illegible]

2. This franchise shall exist for a term of [illegible] from the date hereof and thereafter may be renewed by NABCOR, Inc. on a year to year basis at the option of NABCOR, Inc.; provided, however, that DEALER shall maintain at all times an office satisfactory to NABCOR and that DEALER shall conduct his business in accordance with good, sound and acceptable business standards and that DEALER shall use due diligence in the leasing and sale of new and used automobiles.

3. For and in consideration of NABCOR, Inc.'s execution of this Agreement, DEALER agrees to and does hereby pay to NABCOR, Inc., as the consideration therefor the sum of $5,000.00

4. DEALER will conduct his business under his own name or a fictitious or corporate name chosen by him, which shall not include the words "NABCOR, Inc." but DEALER shall set forth on all business stationery, cards, signs and all other manner of public utterance, that he is an authorized dealer for NABCOR, Inc.

5. NABCOR agrees to and will, during the term of this franchise, provide to the DEALER the following services and products:—NABCOR will lease or sell to DEALER new and used automobiles, arrange financing and insurance on those new and used automobiles sold by DEALER and supply administrative and management aid in the operation of DEALER'S business.

6. DEALER agrees that he will lease and sell new and used automobiles obtained for him by NABCOR, Inc. and that he will use no other source for said supply except as presently engaged in by Dealer.

7. DEALER agrees he will engage in no other business of any kind without first obtaining the written authorization of NABCOR Inc. except those presently engaged in.

8. DEALER agrees that any warranties on new or used automobiles, whether express or implied, will be his responsibility.

9. DEALER agrees he will not engage in the solicitation for the lease or sale of new or used automobiles in any territory other than that franchised to him by the terms of this Agreement, and for a violation hereof, at NABCOR, Inc.'s election, NABCOR, Inc. may cancel and terminate this franchise.

10. DEALER agrees that he will submit upon request, a complete financial statement showing all of his assets and liabilities, and a profit and loss statement covering his activities for the preceding month by the tenth (10th) day of each month during the term of this franchise. DEALER further agrees that he will, upon request, at reasonable times, permit his books and records to be inspected by NABCOR, Inc., its agents, accountants and attorneys, and will make available to said persons all original documents from which the entries in said books shall have been made.

11. Upon termination of this Agreement, DEALER agrees to remove and refrain from using thereafter the words "NABCOR, Inc." on cards, letterheads, advertisements, or in any other manner whatsoever.

12. In the event NABCOR, Inc. is prevented from performing any of its obligations hereunder by reason of acts of God, strikes, labor difficulties, riot, insurrection or the act of any governmental body, or by any other reason beyond its control, the delay occasioned thereby in supplying new or used automobiles or the failure to supply new or used automobiles, shall not be considered a breach of this Contract.

13. DEALER understands and agrees that he is an independent contractor and that he is not an agent for nor acting on behalf of NABCOR, Inc. for any purpose or in any manner whatsoever in the operation of his business during or after the expiration of this Agreement. DEALER agrees to indemnify and save harmless NABCOR, Inc. from and against all claims, demands, damages, actions and causes of action, liability, expenses or costs arising out of any transaction participated in or act committed or omission to act by DEALER. If suit is brought against DEALER and/or NABCOR, Inc. on account of any such transaction or act of omission, DEALER shall, upon receipt of notice thereof, assume the defense and bear all expenses, costs, attorney's fees and liability or damages which may be incurred. DEALER also agrees to promptly pay when due and discharge all debts and obligations incurred by him in the course of his business during the term of this Agreement. DEALER'S failure to perform any of the terms of this Agreement shall constitute his breach of this Agreement, which, at the sole option of NABCOR, Inc. shall entitle NABCOR, Inc. to cancel this Agreement and to retain all payments theretofore made by DEALER to NABCOR, Inc. under the terms of this Agreement.

14. DEALER, provided he is not otherwise in default, shall receive a credit of Twenty-five Dollars ($25.00) per car against NABCOR, Inc.'s sale price to DEALER until DEALER shall have received a total of credits therefrom in the sum of $4,[illegible]

15. This franchise is not transferable.

16. Any change of principals, officers, partners or name of the DEALER shall require written approval of NABCOR, Inc.

17. DEALER agrees, after termination of this Agreement, not to engage in the business encompassed by this franchise in any form whatsoever, within fifty (50) miles of the aforesaid territorial limits, for a period of one (1) year, either directly or indirectly, except that business presently engaged in by Dealer.

18. The paragraphs of this Agreement are severable and in the event any paragraph, sentence or word, or portion of the Agreement is declared illegal or unenforceable, the remainder of this Agreement shall be effective and binding upon the parties. No waiver of any breach of any of the covenants, agreements or provisions shall be construed as a waiver of any subsequent breach of the same or any other covenant or provision. This instrument constitutes the entire agreement between the parties and there are no other covenants, promises or agreements, written or oral, and no agent of either party has authority to make representations or other agreements, verbal or written, which modify or vary the terms or conditions of this Agreement.

Dealer Irvin H. [illegible]

1[illegible] Main Avenue, Middlebury, Conn.
Business Address

Home Address

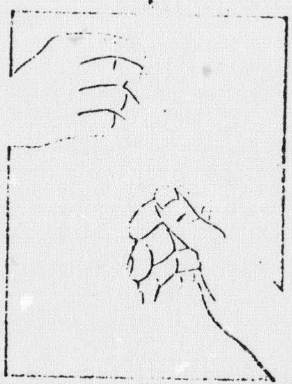
NABCOR, Inc.
By

18A. Nabcor, Inc., agrees that it will pay one-half (½) of the legal fees or expenses of any litigation in which the Dealer becomes involved as a result of this Agreement. Provided said litigation involves the license of the Dealer under the Motor Vehicle Licensing Laws of the State of Connecticut based on [illegible]

Defendants' Ex 7
11/1/72

1970
Nabcor Plan II

the
nabcor
system



NABCOR, INC.
101 BENSON MANOR
JENKINTOWN, PA. 19046

[] an automobile consumer service []

Copyright ©1969
Nabcor, Inc.

CODE

The manufacturer's ordering code number is shown in the extreme left hand column for basic units and the optional accessories.

BASIC COST

The "TOTAL COST", column reflects the NABCOR Cost to Broker for the basic unit with factory standard equipment. This column does not include the destination (freight) charges or optional equipment.

FREIGHT

The "FREIGHT" column is merely to remind you that the "TOTAL COST" column does not include freight. The figure in the "FREIGHT" column reflects freight to the Philadelphia area. Adjustments should be made for proper freight charges to your area.

OPTIONAL ACCESSORIES

See the appropriate listings for availability and price for your cost and manufacturer's suggested retail price.

Information contained in this book is compiled from reliable and accurate sources but we do not assume responsibility for errors of commission or omission. These prices are subject to change without notice.

THE · NASCOR · SYSTEM
AN AUTOMOBILE CONSUMER SERVICE

1970 AMERICAN MOTORS

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: [illegible] steering & trans. lock; 3-speed manual trans.; armrests, front; [illegible] instrument [illegible] seat, [illegible] seat belts, front and rear; signals, [illegible] hazard warning [illegible] windshield washer, manual, shoulder belts, head restraints, Guard-Glo headlights.

HORNET

Hornet: Basic equipment items, plus engine, 6-cyl. 199, tires, B78-14 (V-8 has C78-14), windshield wipers, vacuum.

SST: All of the above, plus armrests, rear, clock, carpets, cigarette lighter, glove box lock; horns, dual; steering wheel, custom; engine, 6-cyl. 232.

AMX

AMX: Basic equipment items, plus: V-8 390 engine 290 h.p., 4-speed manual transmission w/floor mounted shift; dual exhausts, E78-14 [illegible] belted blackwall tires; bucket seats, tachometer; lighter, carpeting; wheel discs, dual horns; armrests, collapsible spare tire.

JAVELIN

Javelin: Basic equipment items, plus engine, 6-cyl. 232; seats, bucket front; armrests, front; cigarette lighter; steering wheel, custom; carpeting; tires, C78-14 (D78-14), [illegible] thru ventilation; dual horns; floor-mounted shift.

SST: All of the above, plus wheel discs, sports steering wheel.

SST TRANS-AM: All of above, plus [illegible] paint, [illegible] Matador Red, front/Frost White, mid/Commodore Blue, rear), front [illegible] E70-14 white lettered tires; space saver spare [illegible] handling package, 4-speed manual [illegible] Hurst shifter, Twin-Grip differential w/3.91:1 axle ratio; power steering, AM push button [illegible] heavy-duty cooling package, visibility group, light group, tachometer w/140 mph speedometer [illegible] and [illegible] stripes (std. on SST). E70-14 tires (std. in 390 Go package). Note: this is a complete package and no equipment may be added or deleted.

REBEL

Rebel: Basic equipment items, plus cigarette lighter, engine, 6-cyl. 232; tires, E78-14. Wagon has roof top rack and [illegible].

SST: All of above, plus dual horns; custom steering wheel.

MACHINE: All of the above, plus V-8 [illegible] 340 h.p.; vinyl bucket seats; 4-speed manual transmission w/floor mounted shift [illegible] Ram-Air [illegible] tachometer, power disc brakes; 15" × 7" Mag-Styled steel wheels, E60-15 blackwall tires w/raised white letters, Space Saver spare tire, handling pkg., H.D. cooling pkg., carpeting.

AMBASSADOR

Ambassador: Basic equipment items, plus air conditioning; armrests, front and rear; carpets; cigarette lighter; engine, 6-cyl. [illegible] wheel, custom; tires, E78-14.

DPL: All of the above, plus engine, V-8 [illegible] cushion, rear foam; wheel discs. Wagon has cargo box lock, roof top rack; [illegible] column shift, F78-14 tires.

SST: All of the above [illegible] seats (reclining) with front armrest and center cushion, hood insulation. [illegible]

GROUP	CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
HORNET					
		HORNET SERIES			
	[illegible]	Sedan, 2-door	60.00	1913.00	2060.00
	[illegible]	4-door	60.00	[illegible]	2133.00
		HORNET SST			
	[illegible]	Sedan, 2-door	66.00	[illegible]	2210.00
	[illegible]	4-door	66.00	[illegible]	2207.00
		AMX (V-8)			
	7039-7	Sport Coupe	66.00	2073.72	3101.00
		JAVELIN			
	7079-5	[illegible] 2-door	[illegible]	[illegible]	[illegible]
		JAVELIN SST			
	7079-7	[illegible] 2-door	[illegible]	[illegible]	2917.00
		JAVELIN SST TRANS-AM			
	7079-7	[illegible] 2-door	[illegible]	[illegible]	4064.00
		REBEL			
	[illegible]	[illegible]	[illegible]	2399.40	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	2720.00
	[illegible]	[illegible]	[illegible]	[illegible]	2838.00
		REBEL SST			
	[illegible]	[illegible]	[illegible]	[illegible]	2753.00
	[illegible]	[illegible]	[illegible]	[illegible]	2787.00
	[illegible]	[illegible]	73.00	2707.63	3145.00
	[illegible]	[illegible]	69.00	3030.63	3544.00
AMBASSADOR	[illegible]	[illegible]			
	[illegible]	[illegible]	81.00	2559.78	3101.00
	[illegible]	[illegible]	81.00	2802.00	3069.00
	[illegible]	[illegible]	81.00	[illegible]	3606.00
	[illegible]	[illegible]	87.00	3274.84	4033.00

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GROUP	MODELS	FREIGHT	[illegible]	[illegible]
	AMBASSADOR SST (V-8)			
7085-7	Sedan, 4-door	81.00	[illegible]	[illegible]
7089-7	Hardtop, 2-door	81.00	[illegible]	[illegible]
7088-7	Wagon, 2-seat	87.00	[illegible]	[illegible]
ADD FOR STANDARD V-8 304 ENG. (6-cyl. only):				
	Hornet		93.75	115.00
	Javelin		77.55	94.00
	Rebel		77.55	94.00
	Ambassador—Basic		77.55	94.00

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
464	Air Conditioning Package All season air cond., tinted glass (all windows), power steering	Hornet, Rebel	[illegible]	400.00
381	Convenience Group Left outside remote control mirror, vanity mirror [illegible] Hornet, Ambassador SST [illegible] have glove box lock, cigarette lighter.	Ambassador ex. SST, Javelin, AMX, Hornet ex. SST	[illegible]	[illegible]
		Hornet SST, Rebel ex. SST, Machine	[illegible]	[illegible]
		Rebel SST, Machine	[illegible]	[illegible]
556	Decor Group Exterior paint stripes, whitewall tires, wheel discs.	Hornet w/o air cond.	[illegible]	[illegible]
		Hornet w/air cond.	[illegible]	[illegible]
701	Handling Package HD springs, shocks, sway bar.	Hornet, Rebel, Ambassador series	[illegible]	[illegible]
		Javelin, AMX	[illegible]	[illegible]
651	Insulation Group [illegible] and hood insulation.	All ex. Ambassador SST, AMX	[illegible]	[illegible]
591	Light Group [illegible] SST and DPL	Hornet	[illegible]	[illegible]
		Javelin, Rebel, Ambassador (std. Amb. SST)	[illegible]	[illegible]
		AMX	[illegible]	[illegible]
768	Machine Red/White/Blue Pkg.	Rebel Machine	[illegible]	[illegible]
391	Performance 390 "GO" Package V-8 [illegible]	Javelin	[illegible]	[illegible]
		AMX	[illegible]	[illegible]
392	Performance 390 "GO" Package Same as above except includes V-8 [illegible] engine.	Javelin	[illegible]	[illegible]
		AMX	[illegible]	[illegible]
463	Ventilation, "Command Air" 3-speed blower motor, 55-amp. alternator. Air cond. vent. used NA w/air cond.	Rebel, Javelin, AMX	[illegible]	[illegible]
		Ambassador ex. DPL, SST (mandatory w/o air cond.)	[illegible]	[illegible]
		Ambassador DPL, SST (mandatory w/o air cond.)	[illegible]	[illegible]
572	Visibility Group Electric [illegible] washer and wiper. Includes Convenience Group.	Ambassador (ex. SST), Javelin, AMX	[illegible]	[illegible]
		Hornet ex. SST	[illegible]	[illegible]
		Hornet SST	[illegible]	[illegible]
		Rebel ex. SST, Machine	[illegible]	[illegible]
		Rebel SST, Machine	[illegible]	[illegible]
		Ambassador SST	[illegible]	[illegible]
462	Air Conditioner, All Season [illegible]	Hornet series	[illegible]	[illegible]
		Javelin, AMX	[illegible]	[illegible]
		Rebel, SST	[illegible]	[illegible]
367	Armrest w/Center Cushion	Javelin, AMX (NA console)	[illegible]	[illegible]
...	Axle Ratios, Optional	All	[illegible]	[illegible]
671	Battery: 70 amp. HD	All	[illegible]	[illegible]
605	W/55 amp. Alternator	All w/o air conditioning	[illegible]	[illegible]
491	Brakes: Power	Hornet series, Javelin, Rebel, AMX	[illegible]	[illegible]
		Ambassador	[illegible]	[illegible]
492	Disc Front, With Power	8-cyl. ex. Hornet series (std. Machine)	[illegible]	[illegible]
601	Clock, Electric	Hornet ex. SST	[illegible]	[illegible]
366	Console	Javelin w/column shift & shift command	41.[illegible]	[illegible]
661	Cooling System, Heavy-Duty Includes heavy-duty radiator, Power-Flex fan, fan shroud.	All (std. w/air conditioning)	[illegible]	[illegible]
531	Cruise-Command Spd. Control	Rebel, Ambassador V-8 w/auto. trans.	[illegible]	[illegible]

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
451	Differential, [illegible]	All	33.20	43.00
	Engines: (In addition to standard 6-cyl.)			
01E	6-cyl. 232 (145 h.p.)	Hornet ex. SST	35.00	45.35
01G	6-cyl. 232 (155 h.p.)	Hornet ex. SST	50.00	64.75
		Hornet SST, Rebel	15.00	19.45
	In addition to standard V-8:			
01N	V-8 360 (245 h.p.)	Ambassador, Javelin, Rebel	32.00	41.45
01P	V-8 360 (290 h.p.)	Javelin, Rebel, Ambassador	62.00	80.30
01X	V-8 390 (325 h.p.)	Ambassador DPL, SST, Rebel SST, Javelin	130.00	168.40
		AMX	68.00	88.10
411	Exhaust, Dual	Ambassador, Javelin, Rebel (360 V-8)	23.60	30.60
691	Fuel Tank Emission Control System	All (California requirement)	28.55	37.00
512	Glass, Solex: Windshield Only	Hornet, Javelin, AMX	[illegible].00	25.30
		Rebel	23.00	29.80
		Ambassador	25.00	32.40
511	All Windows	Hornet, Javelin, AMX	26.00	33.70
		Rebel	20.50	35.50
		Ambassador	32.55	42.15
641	Guards, Bumper: Front	Rebel & Ambassador for wagon	12.25	15.85
	Front and Rear	Rebel and Ambassador ex. wagon	24.50	31.75
		Hornet	19.50	25.25
		Javelin, AMX	9.75	12.65
	Rear	All	8.15	10.55
721	Heater, Engine Block	Javelin V-8	38.75	50.20
442	Instrument Cluster (incl. [illegible] m.p.h. speedometer)	Javelin ex. SST	38.45	49.80
506	Moulding, [illegible] Panel (Simulated exhaust)	Javelin SST	24.80	32.15
...	Paint: Special Application, AM Colors	Hornet	18.75	24.30
		Ambassador, Rebel ex. wag. or Machine	20.70	26.80
		Ambassador, Rebel wagon	49.[illegible]0	64.[illegible]5
	Other Than AM Colors	All	30.40	39.40
	Stripe w Black Hood	AMX	40.[illegible]	[illegible]
61A, B, C	Paint Stripe, [illegible]	Javelin, AMX	[illegible]	32.[illegible]0
		Hornet	15.00	19.45
		Rebel wagon	[illegible]	112.50
...	Panels, Sim. Wood, Body Side	All	47.[illegible]5	61.60
522	Radio: AM Push Button	Javelin, Rebel, Ambassador, AMX	103.50	133.80
623	AM-FM [illegible]	[illegible] AMX [illegible] Ambassador (NA tape [illegible] wagon)	10.15	13.15
531	Rear Speaker, [illegible]	[illegible]	65.[illegible]0	84.20
...	Roof, Vinyl	[illegible]	65.[illegible]	84.20
		[illegible]	73.55	95.25
		[illegible]	81.45	105.50
		[illegible]	25.[illegible]	32.00
523	Roof Spoiler	[illegible]	10.00	12.95
	Seat Trim Upholstery	[illegible]	15.00	19.45
	[illegible]	[illegible]	[illegible]	24.85
	Bench [illegible]	[illegible] DPL	24.[illegible]0	31.75
		[illegible]	40.00	51.80
		[illegible]	49.[illegible]	[illegible]
	[illegible]	[illegible]	55.00	71.25
		[illegible]	6[illegible]	[illegible]
		[illegible]	74.[illegible]	95.15
		[illegible]	49.75	64.45
		[illegible]	24.50	31.75
		[illegible]	60.00	77.70
		[illegible]	52.50	68.00
		[illegible]	95.00	123.05
		[illegible]	6[illegible]	84.20
		[illegible]	97.50	126.30
		[illegible]	38.55	49.95
		[illegible]	91.00	117.85

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY		
481	Steering: Power (Recommended w. air conditioning)	Hornet	[illegible]	[illegible]
		Javelin, AMX	[illegible]	[illegible]
		Rebel, Ambassador	[illegible]	[illegible]
	Quick-Ratio	Javelin, AMX	[illegible]	[illegible]
482	Steering Wheel: Adjust-O-Tilt	All ex. Hornet (NA manual column shift)	[illegible]	[illegible]
541	Custom	Hornet ex. SST	[illegible]	[illegible]
552		Rebel ex. SST	[illegible]	[illegible]
		Hornet SST, Rebel SST, Ambassador	[illegible]	[illegible]
553	Sports	Ambassador [illegible]	[illegible]	[illegible]
633	Stereo Tape Player (includes 2 rear speakers)	Javelin, AMX (incl. manual radio)	[illegible]	[illegible]
632	Transmission:		[illegible]	[illegible]
42A	Shift-Command: Column Shift	Hornet 6-cyl.	[illegible]	[illegible]
		Hornet SST V-8	[illegible]	[illegible]
		6-cyl. ex. Hornet	[illegible]	[illegible]
		V-8 304 [illegible] Hornet, AMX	[illegible]	[illegible]
		V-8 360 [illegible] DPL, SST, AMX	[illegible]	[illegible]
		Rebel SST [illegible] DPL, SST	[illegible]	[illegible]
		V-8 [illegible] SST	[illegible]	[illegible]
		V-8 [illegible] engine	[illegible]	[illegible]
42C	Console Shift	Javelin, [illegible]	[illegible]	[illegible]
		Rebel SST, [illegible]	[illegible]	[illegible]
		Javelin, [illegible]	[illegible]	[illegible]
		Ambassador [illegible]	[illegible]	[illegible]
		Ambassador SST [illegible]	[illegible]	[illegible]
		Ambassador SST [illegible]	[illegible]	[illegible]
		AMX, [illegible]	[illegible]	[illegible]
		Javelin V-8 [illegible] 325 h.p. [illegible]	11.[illegible]	13.[illegible]
42M	4-speed Floor Shift	Ambassador SST, AMX [illegible]	[illegible]	[illegible]
651	Undercoating		57.[illegible]	74.[illegible]
562	Wheel Covers (14" Wheels):	Rebel, Javelin and [illegible] SST's, DPL	[illegible]	[illegible]
	Turbo-Cast	Javelin and [illegible] DPL, AMX	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
	Wire	[illegible] SST's, DPL	[illegible]	[illegible]
563		All [illegible]	[illegible]	[illegible]
551	Wheel Discs	[illegible] SST	[illegible]	[illegible]
565	Wheels, Styled Steel 14" (NA C78-14 tires)	Javelin [illegible]	[illegible]	[illegible]
		Ambassador DPL, SST	[illegible]	[illegible]
504	Windows, Power: Side	Ambassador [illegible]	[illegible]	[illegible]
	Side & Tailgate	Rebel, Ambassador [illegible] wagon [illegible]	13.75	[illegible]
	Tailgate		[illegible]	[illegible]
501				
574	Windshield Wiper, Washers, Electric (incl. w. Visibility Group)	All (Hornet [illegible] V-8)	[illegible]	[illegible]
	Tires: Hornet series			
04	B78-14 blackwall	6-cyl. [illegible]	[illegible]	[illegible]
05	B78-14 whitewall	6-cyl. [illegible]	[illegible]	[illegible]
		6-cyl. [illegible]	[illegible]	[illegible]
10	C78-14 blackwall	6-cyl. [illegible]	[illegible]	[illegible]
		6-cyl. [illegible]	[illegible]	[illegible]
11	C78-14 whitewall	6-cyl. [illegible]	[illegible]	[illegible]
	C78-14 whitewall	8-cyl. [illegible]	[illegible]	[illegible]
12	D78-14 blackwall	8-cyl. [illegible]	[illegible]	[illegible]
13	D78-14 whitewall	8-cyl. w/o air cond. or [illegible]	[illegible]	[illegible]
35	D70-14 Red-line	8-cyl. w/air cond. or [illegible] group	53.00	[illegible]
	AMX			
37	E70-14 Red-line	All	[illegible]	[illegible]
28	E60-15 white letters	All	[illegible]	[illegible]

A 5

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
	Javelin series			
01	C78-14 whitewall	6 cyl	25.00	32.40
12	D78-14 blackwall	6 cyl	11.00	14.25
13	D78-14 whitewall	6 cyl	37.50	48.60
01	D78-14 whitewall	8 cyl	26.50	34.35
35	E70-14 blackwall	6 cyl	22.00	28.50
		8 cyl	11.00	14.25
31	E78-14 whitewall	6 cyl	48.50	62.85
		8 cyl	37.50	48.60
37	E70-14 Red-line	6 cyl	62.50	80.95
		8 cyl	51.50	66.70
28	F70-14 white letters	8 cyl incl. collapsible spare, mag. wheels	73.50	95.20
731	Collapsible spare (std. mag. wheels)	w/ blackwall 78 series tires	15.00	19.45
		w/ whitewall 78 series tires	10.00	12.95
		w/ Red-line 70 series tires	3.05	3.95
	Rebel series			
01	E78-14 whitewall	All ex. wagon	26.50	34.35
14	F78-14 blackwall	All ex. wagon	11.00	14.25
15	F78-14 whitewall	All ex. wagon	31.00	40.25
16	G78-14 blackwall	Wagon (ex. SST)	23.00	29.80
17	G78-14 whitewall	Wagon ex. SST	50.00	64.75
		SST wagon	27.00	35.00
24	H78-14 blackwall	Wagon ex. SST	35.00	45.35
		SST wagon	12.00	15.55
25	H78-14 whitewall	Wagon ex. SST	62.00	80.35
		SST wagon	39.00	50.50
	Ambassador series			
01	F78-14 whitewall	All ex. wagon	27.00	35.00
16	G78-14 blackwall, 8 PR	All ex. wagon	12.00	15.55
17	G78-14 whitewall, 8 PR	All ex. wagon	39.00	50.50
01	H78-14 B whitewall	Wagon	27.00	35.00
26	H78-14/D blackwall	Wagon	36.00	46.[illegible]
27	H78-14/D whitewall	Wagon	64.00	82.[illegible]

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1970 BUICK

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: [illegible] w/ front retractors, [illegible], dual master cylinder w/ warning [illegible] flasher, 4-way [illegible], heater and defroster, instrument panel and visors, padded [illegible] mirror, outside rearview and inside day/night, folding seat back latches, steering column [illegible] windshield washer and recessed, dual-speed wipers w/ brush-finished wiper arms, shoulder belts, head restraints, steering column lock; fiberglass belted tires.

SKYLARK

Skylark Series: Basic equipment, plus: courtesy light, front door operated, 155 h.p. 6-cyl. engine, G78-14 tires, 3-speed manual transmission, bench seats.

Skylark 350 Series: Basic and Skylark equipment, plus: deluxe steering wheel, carpeting, custom padded seat cushions, [illegible] wagon has V-8 350 260 h.p. engine, H78-14 tires.

Skylark Custom Series: Basic and Skylark 350 equipment, plus: 260 h.p. V-8 engine, ash tray and glove compartment [illegible] coupe and convertible have Comfort-Flo ventilating system.

GS Series: Basic and Skylark equipment, plus: GS 350 has 315 h.p. V-8 engine w/ 4-bbl. carb; [illegible] padded seat cushions; [illegible] GS Identification. In addition, the GS 455 has 350 h.p. V-8 engine w/ 4-bbl. carb. [illegible] minum front brake drums, 3-speed floor mounted manual transmission, [illegible] covers.

BUICK

LeSabre, LeSabre Custom, LeSabre 455 Series: Basic equipment, plus: carpeting, [illegible] and glove compartment [illegible] front and rear, dual [illegible] on LeSabre Custom, deluxe steering wheel; H78-15 tires; LeSabre 455 has V-8 455 370 h.p. engine.

Estate Wagon Series: Basic and LeSabre 455 equipment, plus: L78-15 tires.

Wildcat Custom Series: Basic and LeSabre equipment, plus: aluminum front brake drums, 370 h.p. V-8 engine w/ 4-bbl. carb; custom interior trim; [illegible] armrest, custom [illegible].

Electra "225", Electra "225" Custom Series: Basic and Wildcat equipment, plus: automatic [illegible] carpeting on floors and doors, custom padded seat cushions, [illegible] plate [illegible], [illegible] mirrors, power brakes, power steering, [illegible] interior trim.

Riviera Series: Basic and Electra "225" equipment, plus: dual exhaust; tilt steering wheel, [illegible] level ventilating system.

GROUP	CODE	MODELS	[illegible]	[illegible]	[illegible]
SKYLARK		SKYLARK SERIES			
	43369	Sedan	72.00	[illegible]	[illegible]
	43327	Coupe	72.00	[illegible]	[illegible]
		SKYLARK 350 SERIES			
	43569	Sedan	72.00	[illegible]	[illegible]
	43537	Sport Coupe	72.00	[illegible]	[illegible]
	43435	Wagon V-8	[illegible]	[illegible]	[illegible]
	43436	Wagon w/DA tailgate V-8	103.00	[illegible]	[illegible]
		SKYLARK CUSTOM SERIES V-8			
	44469	Sedan 4-door	72.00	[illegible]	[illegible]
	44439	4-door hardtop	[illegible]	[illegible]	[illegible]
	44437	Sport Coupe	[illegible]	[illegible]	[illegible]
	44467	Convertible	103.00	[illegible]	[illegible]
		GS SERIES V-8			
	43437	Sport Coupe GS 350	72.00	[illegible]	[illegible]
	44637	GS 455	72.00	[illegible]	[illegible]
	44667	Convertible GS 455	103.00	[illegible]	[illegible]
BUICK		LESABRE SERIES			
	45269	Sedan 4-door	101.00	[illegible]	[illegible]
	45239	4-door hardtop	101.00	[illegible]	[illegible]
	45237	Sport Coupe	101.00	[illegible]	[illegible]
		LESABRE CUSTOM SERIES			
	45469	Sedan 4-door	101.00	[illegible]	[illegible]
	45439	4-door hardtop	[illegible]	[illegible]	[illegible]
	45437	Sport Coupe	[illegible]	[illegible]	[illegible]
	45467	Convertible	[illegible]	[illegible]	[illegible]
		LESABRE 455 SERIES			
	46469	Sedan 4-door	101.00	[illegible]	[illegible]
	46439	4-door hardtop	101.00	[illegible]	[illegible]
	46437	Sport Coupe	101.00	[illegible]	[illegible]
		ESTATE WAGON SERIES			
	46035	Wagon 2-seat	102.00	[illegible]	[illegible]
	46045	3-seat	102.00	[illegible]	[illegible]

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BUICK 1970 EQUIPMENT

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GROUP CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
	WILDCAT CUSTOM SERIES			
46639	Sedan 4 door hardtop	101.00	3206.40	4098.00
46637	Sport Coupe	101.00	37[illegible].00	4[illegible]0.00
46467	Convertible	102.00	3350.40	4[illegible]81.00
	ELECTRA "225" SERIES			
48269	Sedan 4 door	101.00	3050.[illegible]	4[illegible]02.00
48239	4 door hardtop	101.00	3763.12	4[illegible]63.00
48257	Sport Coupe	101.00	3087.04	4[illegible]33.00
	ELECTRA "225" CUSTOM SERIES			
48469	Sedan 4 door	101.00	3810.29	4778.00
48439	4 door hardtop	101.00	3903.02	4872.00
48457	Sport Coupe	101.00	[illegible]	47[illegible].00
48467	Convertible	102.00	3517.12	4[illegible]04.00
	RIVIERA SERIES			
49487	Sport Coupe	101.00	3031.13	4955.00
ADD FOR STANDARD V-8 ENG. (6 cyl. only)	[illegible] cylinder code shown (43335 becomes 43435) [illegible] 210 h.p.		87.40	110.59

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
U4 U5	Accessory Group	Buick group ex. wagon (std. Electra, Riviera)	24.45	31.31
	[illegible] trunk	Estate wagon	23.03	30.58
U1 U2 U3	Convenience Group	Skylark ex. wagon		
		GS 350, Skylark 350, Sportwagon	15.79	20.01
X4	Custom [illegible] Rest	Skylark Custom, GS 455	12.72	1[illegible]
		Electra Custom, LeSabre 455, Estate wagon	5.03	[illegible]
W4 W3	Custom Body Side Moldings	[illegible] Custom	33.70	4[illegible]16
		Sk[illegible]	18.07	2[illegible]21
W2	Custom Bright Exterior Mold.	Riviera	19.19	2[illegible]23
		Skylark, Skylark 350, GS Sport coupe	42.[illegible]	5[illegible]
		G[illegible] coupe	27.[illegible]	31.[illegible]
W5	Custom Lower Side Mldg.	[illegible] conv.	11.62	1[illegible]74
		[illegible] Customs, Estate wagon	23.[illegible]	2[illegible]
		[illegible]	32.[illegible]	[illegible]10
W6	Custom [illegible] Frame Mldg.	[illegible] only	27.07	32.58
		S[illegible] 350 [illegible]	11.62	14.74
		[illegible]	23.[illegible]	[illegible]
		[illegible]	10.66	1[illegible]
		[illegible]	31.[illegible]	[illegible]
	Instrument Group	[illegible]	21.[illegible]	[illegible]7.37
U5	[illegible]			
U6	[illegible]			
U9	[illegible]	[illegible]	20.16	[illegible]
C7	[illegible]		47.16	[illegible]
			43.73	[illegible]
W4	[illegible]		9.[illegible]	[illegible]
W7			26.[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	37.07	47.37
			35.71	4[illegible]17
H2	[illegible]		12.50	1[illegible]
		[illegible] NA		
A4	[illegible]	[illegible]	4.17	[illegible]
		[illegible]	2.[illegible]	[illegible]
A1	[illegible]	[illegible]	102.87	131.[illegible]
		[illegible]	157.43	1[illegible].05

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1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY		
H1	Trailer Towing Option [illegible] front and rear [illegible] ex. wagon. Skylark group also has front stabilizer [illegible] arm assembly (ex. [illegible])	All ex. Riviera Gran Sport (NA w. [illegible] H2 or H3)	[illegible]	[illegible]
N3	Air Cleaner, HD	All		
I6	Air Conditioner	Skylark group	7.[illegible]	[illegible]
		Buick group	[illegible]	[illegible]
I5	Automatic Climate Control	Buick group	[illegible]	[illegible]
G1	Axle, Performance w/Positive Traction Differential Auto. trans. req. ex. Estate wagon or GS series	Skylark group	[illegible]	[illegible]
		Buick group (std. Riviera Gran Sport)	37.07	[illegible]
H5	Battery, HD	Skylark group ex. GS 455, LeSabre, LeSabre Custom		
J1	Belts, Seat: Cust. Front & Rear	Skylark group conv. [illegible] Buick group conv. ex. Electra 225 Custom	5.[illegible]	[illegible]
J3	W/Shoulder, Custom Front	Skylark group [illegible]	[illegible]	[illegible]
		Skylark group w/ [illegible]	[illegible]	[illegible]
		Skylark group [illegible]	[illegible]	[illegible]
		Skylark group w/ bucket [illegible]	[illegible]	[illegible]
		Skylark group [illegible]	[illegible]	[illegible]
		LeSabre, Wildcat, Estate [illegible] bench seats	[illegible]	[illegible]
		Wildcat Sport coupe w/ bu[illegible]	[illegible]	[illegible]
		Electra conv.	[illegible]	[illegible]
		LeSabre, Wildcat conv. w/bench seats	[illegible]	[illegible]
J5	W/Shoulder, Custom Front & Rear	Estate wagon, 3 [illegible]	[illegible]	[illegible]
		Skylark group w/bench [illegible]	[illegible]	[illegible]
		Skylark group conv. [illegible]	[illegible]	[illegible]
		Skylark group Sport coupe [illegible]	[illegible]	[illegible]
		Skylark group conv. [illegible]	[illegible]	[illegible]
		LeSabre, Wildcat, E[illegible] bench seats	[illegible]	[illegible]
		LeSabre [illegible]	[illegible]	[illegible]
		Wildcat [illegible] coupe w/ bucket [illegible]	[illegible]	[illegible]
		E[illegible]	[illegible]	[illegible]
		Electra conv.	[illegible]	[illegible]
		E[illegible]	[illegible]	[illegible]
C7	Brakes: Power	Sk[illegible]	[illegible]	[illegible]
C1	Front Disc	Sk[illegible]	[illegible]	[illegible]
		Bu[illegible] power brakes	[illegible]	[illegible]
		Bu[illegible] power brakes	[illegible]	[illegible]
Y2	Carpet: Load Floor Area	Es[illegible]	[illegible]	[illegible]
X7	Front & Rear	Sk[illegible]	[illegible]	[illegible]
P2	Carpet Savers	All	[illegible]	[illegible]
P1	Carpet Savers and Handy Mats	All	[illegible]	[illegible]
U5	Clock, Electric	Sk[illegible]	[illegible]	[illegible]
E8	Console: Short	Skylark 350, Skylark Custom [illegible] GS	[illegible]	[illegible]
B4	Full Length (Auto. trans. and bucket seats req.)	Skylark 350, Skylark Custom [illegible] Sport coupe	[illegible]	[illegible]
B7	Consolette	Wildcat Custom Sport coupe [illegible]	[illegible]	[illegible]
I7	Cooling, HD Fan [illegible] thermo control, HD Delcotron and [illegible] (NA w/air cond.)	GS [illegible]	[illegible]	[illegible]
		Skylark group	[illegible]	[illegible]
		Buick group	[illegible]	[illegible]
S6	Cruise Control	Skylark group (NA w/ [illegible] V-8 [illegible])	[illegible]	[illegible]
		Buick group (NA w/ manual trans.)	[illegible]	[illegible]
M7	Defroster: Rear Window	All ex. wagon, convertible	[illegible]	[illegible]
M9	Electric	Riviera	[illegible]	[illegible]

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BEST COPY AVAILABLE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
G4	Differential, Positive Traction	Skylark group	33.33	42.13
		Buick group (std. Riviera Gran Sport)	37.07	47.37
T2	Door Locks: Electric	2-door Buick group	37.07	47.37
		2-door Skylark group	37.40	47.30
		4-door Skylark group	53.28	67.40
		4-door Buick group	53.52	68.42
T3	W/Electric Seat Back Locks	2-door Buick group	53.52	68.42
E5	Emission Control, Evaporative	All (req. in California)	29.00	36.03
	Engine: (In addition to Std. V-8)			
A3	V-8 350 eng. 260 h.p.	Skylark and Skylark 350	124.98	157.93
		Skylark Custom	37.40	47.30
		Sportwagon	37.07	47.37
A7	V-8 350 Hi-Perf. 285 h.p.	Skylark and Skylark 350	149.10	190.82
		Skylark Custom, Sportwagon	87.49	110.50
		LeSabre, LeSabre Custom	61.61	77.93
A8	V-8 350 Hi-Perf. 315 h.p.	Skylark group ex. GS or Sportwagon	37.40	47.30
		LeSabre, LeSabre Custom	60.87	77.00
E1	Exhaust, Dual	LeSabre 455, Wildcat, Electra	23.91	30.83
L1	Glass, Tinted: All Windows	Skylark group	30.81	32.97
		Buick group ex. Riviera	34.55	44.21
		Riviera	37.07	47.37
L2	Windshield Only	Skylark group	20.83	26.33
		Buick group	23.03	29.47
O4	Guards, Door	2-door	4.17	5.27
		4-door ex. wagon	7.03	8.85
N2	Horn, Four-Note	Buick group	12.30	15.70
H3	Level Control, Automatic	Buick group (NA w/options H1,H2 or Riviera GS)	61.74	78.04
		Sportwagon	62.40	79.93
K2	Lights, Cornering	Buick group (NA w/man. trans.)	26.32	33.63
Y4	Luggage Locker w/Lock	2-door Estate wagon	12.30	15.70
Y3	Luggage Rack	Sportwagon	45.13	57.05
		Estate wagon	59.22	75.78
	Mirror,			
O5	Outside Left Remote Control	All	3.20	4.21
U7	Mirror Map Light	Electra, Riviera series	8.28	10.50
. . .	Paint: Special	Skylark group	60.90	76.25
		Buick group	65.50	84.30
	Two-Tone	[illegible] conv., wagon	24.50	[illegible]
		[illegible] conv., wagon, Riviera	34.35	44.21
		[illegible]	16.70	21.37
17	Radiator: Extra Heavy Duty	All [illegible]	16.56	21.05
	Radio:			
D1	Sonomatic	[illegible]	55.03	69.51
		[illegible]	65.80	83.41
D5	AM-FM	[illegible]	110.93	141.41
		[illegible]	105.70	133.70
D[illegible]	AM-FM Stereo	[illegible] (incl. rear speaker)	[illegible]	[illegible]
D0	Stereo Tape Player	[illegible]	91.55	115.93
		[illegible]	91.53	115.91
D6	Rear Speaker	[illegible]	13.15	16.74
. . .	Seats: Bench, Custom Vinyl	[illegible]	37.10	47.30
	Bench, Notchback, Custom	[illegible] GS Sport coupes	62.40	79.00
		Skylark Custom ex. sedan, GS conv.	20.16	25.85
		E[illegible]	135.51	[illegible]
	Bench, Limited Trim	[illegible] 4 door hardtop	[illegible]	[illegible]
	Bucket Vinyl	GS [illegible] coupe	110.20	[illegible]
		GS 350 Sport coupe	105.80	133.75
	Strato Bench or Bucket	E[illegible]	143.00	181.13
	Strato Bucket	GS 455 coupe, Skylark Custom coupe, conv.	62.83	[illegible]
	60-40 Bench, 2-way Power	Electra Custom ex. conv.	82.25	105.25
	(W/Limited Trim)	Electra Custom hardtop, Sport coupe	248.70	317.86
Z2	Divided Rear	Wagon (std. 3-seat)	23.13	35.90

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
	Seats: Continued			
Q6	Padded Cushion, Custom (std. w/Bucket Seats)	Skylark, Skylark 350, GS 350	12.00	[illegible]
		LeSabre, LeSabre Custom, Estate wagon	[illegible]	[illegible]
Q5	Power, Four-Way Tilt Adjuster	Skylark group ex. Skylark sedan, coupe	[illegible]	[illegible]
		Buick group ex. Electra convertible	[illegible]	[illegible]
		Electra convertible	[illegible]	[illegible]
Q4	Power, Six-Way Bench	Buick group ex. Electra convertible or 60-40	[illegible]	[illegible]
		Electra convertible ex. 60-40	[illegible]	[illegible]
Q7		Electra w/60-40 seats ex. conv., driver's side	[illegible]	[illegible]
Q8		Electra w/60-40 seats ex. conv., both sides	[illegible]	[illegible]
K3	Speed Alert	All (NA w/Electra Cruise Control)	[illegible]	[illegible]
C6	Steering, Power	Skylark group	[illegible]	[illegible]
		Buick group (std. Electra, Riviera)	[illegible]	[illegible]
X1	Steering Wheel: Deluxe	Skylark, GS 350	[illegible]	[illegible]
X5		Estate wagon	[illegible]	[illegible]
X2	Rallye	Skylark, GS 350	[illegible]	[illegible]
		Skylark series ex. Skylark, GS 350	[illegible]	[illegible]
X3	Rim Blower	Skylark, GS 350	[illegible]	[illegible]
		Skylark series ex. Skylark, GS 350	[illegible]	[illegible]
		LeSabre series, Estate wagon	14.51	18.35
		Wildcat, Electra, Riviera	[illegible]	[illegible]
S7	Tilt	All (std. Riviera)	35.01	45.05
		SPECIAL GROUP		
	TIRES			
F1	L78-15 Whitewall	All ex. Sportwagon	24.12	30.34
F8	G70-14 Red Line	GS 350	[illegible]	[illegible]
F9	G70-14 Blackwall w/White Letters	GS 350	[illegible]	[illegible]
F2	H78-14 Whitewall	All ex. Sportwagon	[illegible]	[illegible]
		Sportwagon	20.54	[illegible]
		BUICK GROUP		
F1	H78-15 Whitewall	LeSabre, Wildcat, Riviera ex. GS	[illegible]	[illegible]
F8,-9	H70-15 Red Line or Whitewall	Riviera GS	[illegible]	[illegible]
F1,-2	J78-15 Whitewall	LeSabre, Wildcat	[illegible]	[illegible]
		Electra	[illegible]	[illegible]
F1	L78-15 Whitewall	Estate wagon	[illegible]	[illegible]
E9	Space Saver Spare	All ex. [illegible] Riviera	12.40	[illegible]
. . .	Top, Custom, Vinyl	Skylark group [illegible]	[illegible]	[illegible]
		LeSabre [illegible] ex. conv.	[illegible]	[illegible]
		Electra series ex. conv.	[illegible]	[illegible]
		Riviera	111.03	[illegible]
		Estate wagon	[illegible]	[illegible]
	Transmission:			
B3	4-speed Manual	GS series	[illegible]	[illegible]
B5	Turbo Hydra-Matic 350	Skylark group [illegible]	[illegible]	[illegible]
		[illegible] LeSabre [illegible]	[illegible]	[illegible]
B2	Turbo Hydra-Matic 400	GS [illegible] LeSabre [illegible]	[illegible]	[illegible]
B9	3-speed Manual Floor Shift	GS [illegible]	[illegible]	[illegible]
T1	Trunk Release, Automatic	Buick group ex. Estate wagon	[illegible]	[illegible]
V1	Wheel Covers: Deluxe	Skylark group, LeSabre [illegible] Custom [illegible]	[illegible]	[illegible]
V4	Super Deluxe	LeSabre	[illegible]	[illegible]
		LeSabre Custom	[illegible]	[illegible]
		Riviera	[illegible]	[illegible]
V3	Wire	GS series (NA w/disc brakes)	[illegible]	[illegible]
		LeSabre Estate wagon	[illegible]	[illegible]
		LeSabre Custom, LeSabre 455, Wildcat Custom	[illegible]	[illegible]
		Electra	[illegible]	[illegible]

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
V2	Wheels: Chrome	Skylark group (NA w/disc brakes)	74.00	94.73
		LeSabre Estate wagon	74.03	94.73
		LeSabre Custom, LeSabre 455, Wildcat, Riviera	80.48	115.78
V7	Super Sport	Skylark group	54.16	68.40
R1	Windows: Power	Skylark 350, Skylark Custom, Sportwagon, GS series	83.32	105.32
		Buick group (std. Electra Custom conv.)	86.42	110.52
Z4	Power Tailgate	Sportwagon, Estate wagon (std. 3-seat)	27.36	34.75
K4	Windshield Wipers, Recessed	Skylark, Sportwagon	15.02	18.95
W9	Wood Grain Applique	Estate wagon	155.51	196.95
I9	Ventilation: Upper Level	Skylark group sedan, Skylark, Skylark 350 coupe	12.50	15.80
I2	Forced Upper Level	Skylark group sedan, Skylark coupe	45.33	57.93
		Skylark group coupe, conv., ex. Skylark	33.33	42.13
		Buick group ex. Riviera	75.00	42.10

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STANDARD EQUIPMENT

8 cyl. 472 engine (500 Eldorado) w 4 bbl. carb., armrests, center [illegible] out[illegible] automatic level [illegible] power [illegible] heater [illegible] rear compartment reading mirror, inside [illegible] outside remote control [illegible] retractors, steering, power, transmission, Turbo Hydra-Matic [illegible] (3 speed), window regulators, power, tires, L78-15-B (L78-15-D on Seventy Five) [illegible] sedan and Brougham have power operated ventilation windows. Fleetwood Eldorado has [illegible] vents. Fleetwood Seventy Five has rear window defogger and right outside mirror.

CODE	MODELS	WEIGHT	[illegible]	[illegible]
	CALAIS SERIES			
68347—G	Coupe	[illegible]	[illegible]	[illegible]
68349—N	Hardtop Sedan	[illegible]	[illegible]	[illegible]
	DE VILLE SERIES			
68347—J	Coupe	[illegible]	[illegible]	[illegible]
68369—L	Sedan	[illegible]	[illegible]	[illegible]
68349—B	Hardtop Sedan	[illegible]	[illegible]	[illegible]
68367—F	Convertible	[illegible]	[illegible]	[illegible]
	FLEETWOOD SERIES			
69347—H	Eldorado	[illegible]	[illegible]	[illegible]
68069—M	Sedan (Sixty Special)	[illegible]	[illegible]	[illegible]
68169—P	Brougham Sedan	[illegible]	[illegible]	[illegible]
69723—R	Sedan (Seventy Five)	[illegible]	[illegible]	[illegible]
69733—S	Limousine (Seventy Five)	[illegible]	[illegible]	[illegible]

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
K	Air Conditioner, Automatic Climate Control	All (std. "75" sedan, limousine)	[illegible]	[illegible]
C	Cruise Control	All	[illegible]	[illegible]
B	Defogger, Rear Window	All ex. convertible, "75" sedan, limousine	[illegible]	[illegible]
		Convertible	[illegible]	[illegible]
G	Differential, Controlled	All ex. Eldorado	[illegible]	[illegible]
R	Evaporative Emission Control	All (req. California)	[illegible]	[illegible]
F	Floor Mats: F & R, Twin	All ex. Eldorado, "75"	[illegible]	[illegible]
	F & R, One Piece	Eldorado	[illegible]	[illegible]
	Front, Twin	"75" sedan, limousine	[illegible]	[illegible]
5	Frame, License: Front or Rear	All	[illegible]	[illegible]
6	Front and Rear	All	[illegible]	[illegible]
E	Glass, Tinted, Soft Ray	All	[illegible]	[illegible]
D	Guards, Door Edge	2 door	[illegible]	[illegible]
		4 door	[illegible]	[illegible]
N	Harness, Shoulder: 2 Front	De Ville convertible	[illegible]	[illegible]
Z	2 Rear	All	[illegible]	[illegible]
U	Headlight Control, Guide-Matic	All	[illegible]	[illegible]
H	Horn, Accessory	All	[illegible]	[illegible]
L	Level Control, Automatic	Calais, De Ville	[illegible]	[illegible]
M	Locks, Door, Power ([illegible] release, 2 door)	Coupe, hardtop	[illegible]	[illegible]
		Sedan, hardtop ex. "75" sedan, limousine	[illegible]	[illegible]
		"75" sedan, limousine	[illegible]	[illegible]
	Paint, Firemist	All	[illegible]	[illegible]
3	Radio: AM FM	All	[illegible]	[illegible]
2	AM FM Signal Seeking	All	[illegible]	[illegible]
1	AM FM Stereo Signal Seeking	All (NA "75" sedan, limousine)	[illegible]	[illegible]
4	AM FM, Rear Control Signal Seeking	"75" sedan, limousine	[illegible]	[illegible]
	Roof: Vinyl	De Ville	[illegible]	[illegible]
	Vinyl Padded	Eldorado	[illegible]	[illegible]
Y	Seat Adjuster: 4 way Bucket (Driver)	Eldorado	[illegible]	[illegible]
	6 way Bench	Calais	[illegible]	[illegible]
		De Ville, Fleetwood series ex. "75" limous	[illegible]	[illegible]
Y	6 way Driver's	W/dual comfort seat	[illegible]	[illegible]
V	6 way Passenger	W/dual comfort seat	[illegible]	[illegible]
B	Seats: Bucket w/Console	Eldorado (leather upholstery req.)	[illegible]	[illegible]
S	Dual Comfort	De Ville ex. sedan, Fleetwood sedan	[illegible]	[illegible]

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CADILLAC
1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible] COST	[illegible]
Q	Steering Wheel, Tilt & Telescope	All	74.05	94.75
W	Tires: L78-15-B whitewall	All ex. "75" sedan and limousine	31.25	40.00
	L78-15-D whitewall	"75" sedan, limousine	36.23	46.[illegible]
T	Trunk Lock, Remote Control	All	41.15	52.65
P	Trunk Mat	All	5.31	8.35
J	Twilight Sentinel	All	*20.60	35.85
...	Upholstery: Leather	De Ville ex. convertible, Sixty Special sedan & Brougham sedan	123.40	157.90
		Eldorado	143.95	184.20
	Expanded Vinyl	Calais series	32.90	42.10

1970 CHEVROLET

STANDARD EQUIPMENT

Standard Equipment on All Chevrolet Passenger Car Lines: [illegible] front and rear seat belts with front [illegible] and 2 speed wipers, back up lights, side marker lights, [illegible] 3 speed manual [illegible] foam cushioned front seat, folding seat back latches, headrests [illegible]

NOVA
6-cyl 230 engine, E78-14 tires, glove box light, courtesy lights, cigarette lighter, front armrests, cloth and vinyl interior, rubber floor covering (4 cyl. is 153 engine, 90 h.p.).

CAMARO
6 cyl. 230 engine, E78-14 tires, front bucket seats, vinyl trim, carpets, front armrests, rear armrests with ash trays on convertible, cigarette lighter, front door courtesy light switches, dome light (ex. convertible)

CHEVELLE
Nomad, Greenbrier Series: 6 cyl. 250 engine, E78-14/B tires (wagons, G78-14-B) [illegible] front and rear armrests [illegible] vinyl coated rubber floor mat, foam cushioned front seat [illegible] with 8 cyl. 350 [illegible]

Malibu Series: All of the above, plus convertible and sport sedan [illegible] convertible has door courtesy light switches [illegible] side mouldings, carpets, glove box light [illegible] interior, Hide-A-Way windshield wipers.

Concours: All of the above, plus deluxe vinyl interior, wheel-opening mouldings, two-way tailgate. Power rear window on 3-seat [illegible] Estate has wood-vinyl side panels.

MONTE CARLO
8 cyl. 350 engine, 3-speed manual column shift transmission, bench seat, carpet [illegible] disc brakes, G78-15 tires.

CHEVROLET
Biscayne Series: 6 cyl. 250 engine, F78-15/B tires (wagons, H78-15-B), foam cushioned front seat, front and rear armrests [illegible] carpets, cigarette lighter [illegible] trim [illegible]

Bel Air Series: All of the above, plus [illegible] H78-15-B tires [illegible]

Impala Series: All of the above, plus [illegible] trim [illegible]

Caprice Series: All of the above, except front bench seat [illegible] armrest [illegible] plus 8 cyl. 350 engine, electric clock [illegible]

GROUP	CODE	MODELS	[illegible]	[illegible]	[illegible]
NOVA		NOVA SERIES 4-cyl.			
	[illegible]	Sedan	[illegible]	[illegible]	[illegible]
	[illegible]	Coupe	[illegible]	[illegible]	[illegible]
		NOVA SERIES 6-cyl.			
	[illegible]	Sedan	[illegible]	[illegible]	[illegible]
	[illegible]	Coupe	[illegible]	[illegible]	[illegible]
CAMARO					
	[illegible]	Coupe, Sport	[illegible]	[illegible]	[illegible]
	[illegible]	Convertible	[illegible]	[illegible]	[illegible]
CHEVELLE		NOMAD SERIES			
	[illegible]	Wagon	75.00	[illegible]	[illegible]
		GREENBRIER SERIES			
	13336	Wagon: 2-seat	[illegible]	[illegible]	[illegible]
	13346	3-seat, V-8	[illegible]	[illegible]	[illegible]
		MALIBU SERIES			
	[illegible]	Sedan: [illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	4-door Sport	[illegible]	[illegible]	[illegible]
	13537	Coupe, Sport	[illegible]	[illegible]	[illegible]
	13567	Convertible	[illegible]	[illegible]	[illegible]
		CONCOURS			
	13536	Wagon: 2-seat	[illegible]	[illegible]	[illegible]
	13646	3-seat, V-8	[illegible]	[illegible]	[illegible]
		CONCOURS ESTATE V-8			
	13836	Wagon: 2-seat	[illegible]	[illegible]	[illegible]
	13846	3-seat	[illegible]	[illegible]	[illegible]
		MONTE CARLO V-8			
	13357	Coupe	[illegible]	2724.15	[illegible]

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GROUP CODE	STYLES	FREIGHT	[illegible]	[illegible]
	CHEVROLET BISCAYNE SERIES			
15369	Sedan, 4 door	80.00	2300.43	2837.00
15436	Wagon, Brookwood V-8, 2-seat	84.00	2712.83	3378.00
	BEL AIR SERIES			
15569	Sedan, 4 door	80.00	2417.01	[illegible]
15636	Wagon, Townsman V-8, 2-seat	84.00	[illegible]	[illegible]
15646	3-seat	84.00	2572.42	[illegible]
	IMPALA SERIES			
16369	Sedan, 4 door	80.00	2522.40	3101.00
16439	4 door Sport V-8	80.00	[illegible]	[illegible]
16337	Coupe, Sport	80.00	[illegible].72	3118.00
16447	Custom V-8	80.00	[illegible]	[illegible]
16467	Convertible V-8	84.00	[illegible]	[illegible]
16436	Wagon, Kingswood V-8, 2-seat	84.00	[illegible]	[illegible]
16446	3-seat	84.00	[illegible]	3573.00
	CAPRICE SERIES V-8			
16639	Sedan	80.00	[illegible]	3507.00
16647	Coupe	80.00	[illegible]	[illegible]
16636	Wagon, Kingswood Estate, 2-seat	84.00	[illegible]	3537.00
16646	3-seat	84.00	3102.71	3650.00

ADD FOR STANDARD V-8 ENG. (8 cyl. only)		
NOVA, CAMARO, CHEVELLE	73.85	99.00
CHEVROLET	86.05	111.00

[illegible]

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	AVAILABILITY	TOTAL COST	RETAIL
ZP5	Appearance Guard Group	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		Monte Carlo	40.00	50.60
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	24.22	[illegible]
		Chevelle conv.	16.70	21.10
		(incl. 2, 4 & 5)	17.52	22.60
ZJ9	Auxiliary Lighting Package	[illegible]	7.52	[illegible]
		[illegible]	15.87	20.05
		Sport	20.02	[illegible]
		[illegible]	20.02	[illegible]
		[illegible]	17.92	22.65
		[illegible] (incl. [illegible] 11)	34.18	43.20
		Air (incl. 1, 2, 3 & 4)	37.50	47.40
		Bel Air [illegible] (incl. 1, 2, 3, 4, 6 & 7)	39.60	50.05
		Biscayne [illegible] (incl. 1, 2, [illegible] 9, 10 & 11)	41.70	52.70
		[illegible]	34.18	43.20
		(incl. 2, [illegible] 10 & 11)	259.13	327.55
Z27	Camaro SS Package	[illegible]		

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	
			415.20
Z28	Camaro Z28 Package	Camaro Rally Sport Coupe	352.40
Z25	Chevelle SS396 Package	Chevelle coupe or conv.	62.40
			[illegible]
		Nova sedan	
ZJ2	Custom Exterior	Nova coupe	87.50
			133.35
		Camaro, Nova w/full width seat	
Z87, ZJ1, A51	Custom Interior	Nova [illegible] w/bucket seats	[illegible]
		Nova sedan	[illegible]
ZJ5	Exterior Decor Package	Nova coupe	[illegible]
		8 cyl. [illegible] 2 dr.	[illegible]
U14	Instrumentation, Special	[illegible] & Console	[illegible]
		Monte Carlo	[illegible]
		Monte Carlo	
Z20	Monte Carlo SS	[illegible]	[illegible]
Z26	Nova SS	[illegible]	[illegible]
ZQ2	Operating Convenience Group	[illegible]	[illegible]
		[illegible]	[illegible]
		[illegible]	[illegible]
		Monte Carlo	
		[illegible]	
Z22	Rally Sport Package	[illegible]	[illegible]
		Camaro	
Z23, ZJ3	Special Interior Group	[illegible]	[illegible]
		[illegible]	
Z21	Style Trim Group	Camaro [illegible]	
F40	Suspension, Heavy Duty Front and Rear	Chevrolet ex. [illegible]	[illegible]
		Chevrolet ex. [illegible]	
F41	Suspension, Special Performance	8 cyl. Camaro (NA Z28)	

CHEVROLET
1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
C60	Air Conditioning: Four-Season [illegible]	Nova (NA 4 cyl.)	287.50	[illegible]
		Chevelle, Camaro, Monte Carlo	290.32	370.00
		Chevrolet	304.15	38[illegible].45
C75	Comfortron Same as Four-Season plus auto. temp. control	Chevrolet	366.05	46[illegible].45
C51	Air Deflector, Rear Window	Wagon	15.04	1[illegible].00
C80,81	Axle, Positraction Rear	All	33.35	42.15
ZQ0, 9	Axle Ratios (other than std.)	All	8.35	1[illegible]
T60	Battery, Heavy-Duty, 73 amp.	All	12.50	1[illegible].00
YA1	Belts: Seat, Custom Deluxe, Front & Rear	Convertible w/bench seat	8.35	10.55
		Convertible w/bucket seat	7.13	9.00
YA1	Custom Deluxe, Front & Rear w/Front Shoulder	With bench seat ex. conv., 3-seat wagon	10.84	1[illegible].70
		With bucket seats ex. conv., 3-seat wagon	9.62	12.15
		3-seat wagon	13.33	1[illegible].00
YA3	Shoulder: Cust. Deluxe, Front	Convertible	20.65	2[illegible]
YA2	Cust. Deluxe, Rear	All (YA3 req. on conv.)	20.[illegible]	2[illegible]
YA3	Standard, Front	Convertible	1[illegible]	2[illegible]
YA2	Standard, Rear	All (YA3 req. on conv.)	18.[illegible]	2[illegible]
J50	Brakes: Power (NA 4 cyl.)	All w/drum type brakes	33.35	4[illegible].15
JL2	Power Disc Type	All (std. [illegible] Cust. cpe., Caprice [illegible] Monte Carlo)	50.[illegible]	6[illegible]
JL8	4-Wheel Disc Type	[illegible]	3[illegible]	50[illegible]
		[illegible] or SS Pkg.	40[illegible]	[illegible]
VC3	Bumper, Special Front (body color)	Camaro	33.35	4[illegible].15
B39	Carpet, Load Floor Area	Chevrolet Kingswood, Kingswood Estate	41.70	52.70
V55	Carrier, Luggage	Wagon	41.70	52.70
U35	Clock, Electric	All (incl. [illegible] or U17, std. Caprice)	12.[illegible]	1[illegible]
MA6	Clutch, Heavy-Duty	[illegible]	37.[illegible]	4[illegible]
D55	Console [illegible]	Chevelle [illegible] conv. (incl. rear [illegible], NA overdrive); Nova coupe (NA 2[illegible] 275 h.p. eng. w/man. trans.); Camaro (NA Z28), Monte Carlo	42.93	5[illegible]
L89	Cylinder Heads, Aluminum	Camaro [illegible]	502.45	710.[illegible]
C50	Defogger, Rear Window Blower Type	All ex. conv., wagons	20.35	26.[illegible]
		Wagons, conv. (NA Camaro w/U79 & C06)	25.30	[illegible]
C49	Electric [illegible]	Chevrolet Impala & Caprice Cust. coupe	41.70	[illegible]
NA9	Emission Control, [illegible]	All	29.[illegible]	[illegible]
L22	Engines: 6 cyl. 250, [illegible] h.p. (In addition to Std. [illegible] V8)	Camaro, Chevelle, Nova	20.35	2[illegible]
L65	[illegible] h.p.	Camaro, Chevelle, Nova	16.70	21.10
L48	8 cyl. 350, [illegible] h.p.	Chevrolet, Monte Carlo	37.[illegible]	4[illegible]
		Camaro	5[illegible]	[illegible]
L35	8 cyl. 396, 3[illegible] h.p.	Chevelle SS	5[illegible]	[illegible]
L34	[illegible] h.p.	[illegible], Camaro SS	1[illegible]	[illegible]
L78	375 h.p.	[illegible]	[illegible]	[illegible]
		[illegible] Camaro SS	2[illegible]	[illegible]
LF6	8 cyl. 400, 2[illegible] h.p.	Chevrolet, Monte Carlo	[illegible]	[illegible]
LS3	330 h.p.	Chevrolet	12[illegible]	1[illegible]
		Monte Carlo	111.67	14[illegible]
LS4	8 cyl. 454, 34[illegible] h.p.	Chevrolet	133.45	1[illegible]
LS5	3[illegible] h.p.	Chevrolet	191.35	24[illegible]
NC8	Exhaust: Dual Chambered	Camaro SS	36.57	4[illegible]
N10	Dual	8 cyl.	24.17	3[illegible]

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
T[illegible]	Fender Skirts, Rear	Chevrolet [illegible]	[illegible]	[illegible]
K79	Generator: 42 amp. Delcotron	[illegible]	[illegible]	[illegible]
K85	63 amp. Delcotron	All [illegible]	[illegible]	[illegible]
		All w/[illegible], ex. Nova	[illegible]	[illegible]
A01	Glass, Tinted, All Windows	Nova, Camaro	[illegible]	[illegible]
		Chevelle	[illegible]	[illegible]
		Chevrolet, Monte Carlo	[illegible]	[illegible]
V31	Guard: Bumper: Front	Camaro, Nova (incl. w/Z[illegible])	[illegible]	[illegible]
		Chevelle, Chevrolet (incl. w/Z[illegible])	[illegible]	[illegible]
V32	Rear	Chevelle, Chevrolet ex. [illegible] (incl. w/Z[illegible])	[illegible]	[illegible]
		Camaro, Nova (incl. w/Z[illegible])	[illegible]	[illegible]
B93	Door Edge	2-door (incl. w/Z[illegible])	[illegible]	[illegible]
		4-door (incl. w/Z[illegible], NA Concours, Estate wagon)	[illegible]	[illegible]
T81	Headlight Delay	Chevrolet	[illegible]	[illegible]
K05	Heater, Engine Block	All	[illegible]	[illegible]
ZL2	Hood, Special Ducted	Camaro SS or Z28, Chevelle SS [illegible]	[illegible]	[illegible]
AQ2	Latch, Auto. Seat Back	2-door w/[illegible] ex. Camaro, Nova	[illegible]	[illegible]
U46	Light Monitoring System	All [illegible]	[illegible]	[illegible]
AU3	Lock: Power Door	Chevelle [illegible] 2-door, Monte Carlo	[illegible]	[illegible]
		Chevrolet [illegible] 4-door	[illegible]	[illegible]
A95	Stowage Compartment	Chevrolet [illegible]	[illegible]	[illegible]
B37	Mats: Floor	All (incl. w/[illegible] Group)	[illegible]	[illegible]
B34	Heavy-Duty, Front	Chevrolet Bel Air, [illegible]	[illegible]	[illegible]
D33	Mirror: Outside LH Remote Control	All (incl. w/[illegible] Group)	[illegible]	[illegible]
D34	Visor Vanity	All (incl. w/Z[illegible])	[illegible]	[illegible]
B84	Molding: Body Side	[illegible]	[illegible]	[illegible]
		Chevelle [illegible]	[illegible]	[illegible]
B90	Door and Window Frame	Chevrolet [illegible] Bel Air [illegible]	[illegible]	[illegible]
		Nova [illegible]	[illegible]	[illegible]
B90	Side Window	Chevelle [illegible]	[illegible]	[illegible]
		Chevelle, Nomad wagon [illegible]	[illegible]	[illegible]
	Paint: Two-Tone	All ex. Camaro	[illegible]	[illegible]
		Camaro Sport coupe	[illegible]	[illegible]
		Monte Carlo	[illegible]	[illegible]
V01	Radiator, Heavy-Duty	4 cyl.	[illegible].20	[illegible]
		6 cyl. and 8 cyl. (incl. w/[illegible])	[illegible]	14.[illegible]
	Radio: (incl. Front Antenna)			
U63	AM Pushbutton	All	[illegible]	[illegible]
U69	AM-FM Pushbutton	All	[illegible]	[illegible]
U79	AM-FM Stereo, Pushbutton	All	[illegible]	[illegible]
	Roof Cover, Vinyl	Camaro	[illegible]	[illegible]
		Nova	[illegible]	[illegible]
		Chevelle ex. conv., wagon	[illegible]	[illegible]
		Chevrolet ex. conv., wagon	[illegible]	[illegible]
		Monte Carlo	[illegible]	[illegible]

CHEVROLET
1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
A67	Seat: Folding Rear	Camaro	33.15	42.15
A75	Heavy Duty Front	Chevrolet Biscayne, Bel Air	10.04	12.65
A76	Rear	Chevrolet Biscayne, Bel Air sedans	5.03	6.35
A42	Power 6 Way Bench	Chevrolet ex. [illegible] (NA w/4-speed trans.)	79.20	100.10
A51	Strato Bucket	Chevelle Malibu & SS396 Sport coupe or conv.	95.75	121.15
		Monte Carlo	95.85	121.15
B55	Seat Cushion, Deluxe Front	Chevrolet Biscayne, Bel Air	5.86	7.40
M11	Shift Lever, Fl. or Mtd.	Camaro w/std. 3 speed trans.; 8 cyl. 350 eng. (Camaro), 8 cyl. 307 or 327, 275 h.p. engine (Nova)	8.35	10.55
G66	Shock Absorber, Rear: Superlift	Chevrolet	33.25	42.15
G67	Superlift Auto. Level Control	Chevrolet, Monte Carlo	70.85	[illegible]
U80	Speaker, Rear Seat	All (NA w/stereo)	6.45	13.20
K30	Speed and Cruise Control	All [illegible] Chevrolet (Powerglide or Turbo Hydra Matic req.)	45.35	57.05
D80	Spoiler	Camaro	25.83	32.65
G31	Springs, Special Rear	Camaro	15.87	20.05
N40	Steering, Power	Nova	70.35	89.55
		Chevelle, Chevrolet, Monte Carlo	83.[illegible]	105.[illegible]
		Kingswood, Kingswood Estate wagons	79.20	100.10
N44		Camaro [illegible]	75.80	94.80
N33	Steering Wheel: Comfortilt	Camaro, Chevelle, Chevrolet, Monte Carlo (auto. trans. req.)	35.84	45.30
NK1	Cushioned Rim	All ex. Nova	27.54	34.80
UM1	Stereo Tape System: With AM Radio	All	154.15	194.85
UM2	With AM-FM Stereo Radio	All	294.07	372.35
D35	Striping: Accent	Camaro (incl. w/RS Pkg.)	20.72	26.30
D90	Sport	Camaro (incl. w/[illegible] Pkg. NA w/Z28, DX1)	20.02	25.30
DX1	Front Fender & Hood	Camaro (NA w/Z28 or SS Pkg.)	12.50	15.80
U16	Tachometer	Camaro	41.70	52.70
	TIRES, Fiberglass Belted.			
	Nova Group: Extra charge for models with E78-14 as standard:			
PL3	E78-14 [illegible]		20.55	26.05
PL1	E70-14 [illegible]		34.53	43.55
	Camaro Group: Extra charge for models with E78-14 as standard:			
PL3	E78-14 [illegible]		20.75	26.05
PY4, 5	F70-14 [illegible]		47.[illegible]	60.[illegible]
PL4	F70-14 [illegible]		47.65	60.[illegible]
	Chevelle Group: Extra charge for models with E78-14/B as standard.			
PL3	E78-14/B [illegible]		20.55	26.05
PX5	F78-14/B [illegible]		12.12	15.30
PX6	F78-14/B [illegible]		34.20	43.30
PY4	F70-14/B [illegible]		52.[illegible]	65.70
PL4	F70-14/B [illegible]		51.51	65.45
	Extra charge for models with F78-14/B as standard:			
PX5	F78-14/B [illegible]		22.10	28.10
PY4	F70-14/B [illegible]		[illegible]	[illegible]
PL4	F70-14/B [illegible]		39.85	50.25
	Extra charge for models with G78-14/B as standard:			
PK2	G78-14/B [illegible]		23.82	30.20
PW5	G70-14/B [illegible]		34.10	43.00
PW6	G70-14/B [illegible]		57.95	73.10
	Monte Carlo: Extra charge for models with G78-15 as standard:			
PU3	G78-15 [illegible]		23.82	30.20
P90	G70-15 [illegible]		37.83	48.05
	Chevrolet Group: Extra charge for models with F78-15/B as standard:			
PV4	F78-15/B [illegible]		22.10	28.10
P90	G70-15/B White Stripe		49.42	62.40
PU7	G78-15/B Blackwall		12.37	15.45
PU8	G78-15/B White Stripe		36.14	45.60

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY		
	Tires, Cont'd.			
PV5	H78-15/B Blackwall		[illegible]	[illegible]
PV6	H78-15/B White Stripe		[illegible]	[illegible]
	Extra charge for models with G78-15/B as standard:			
PU8	G78-15/B White Stripe		[illegible]	[illegible]
P90	G70-15/B White Stripe		19.[illegible]	[illegible]
PV7	H78-15/B Blackwall		[illegible]	[illegible]
PV6	H78-15/B White Stripe		[illegible]	[illegible]
	Extra charge for models with H78-15/B as standard (8 cyl. 454 eng.):			
Q01	H70-15/B White Stripe		[illegible]	[illegible]
PV5	H78-15/D Blackwall		[illegible]	[illegible]
PV6	H78-15/D White Stripe		[illegible]	[illegible]
	Extra charge for models with H78-15/D as standard (wagon):			
PV8	H78-15/D White Stripe		23.[illegible]	[illegible]
	Extra charge for models with H78-15/B as standard (wagon ex. Brookwood):			
	H78-15/B White Stripe		[illegible]	[illegible]
	H78-15/D Blackwall		[illegible]	[illegible]
	H78-15/D White Stripe		41.[illegible]	[illegible]
C06	Top, Convertible Power	Camaro, Chevelle	[illegible]	[illegible]
	Transmission:			
M20	4-speed: Wide Range	Chevelle, Nova, Monte Carlo	[illegible]	[illegible]
		Camaro	[illegible]	[illegible]
M21	Close Ratio	Camaro	[illegible]	[illegible]
		Chevelle, Nova	[illegible]	[illegible]
M35	Powerglide	6 cyl. Chevrolet, Chevelle, Camaro	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
MB1	Torque Drive	[illegible]	[illegible]	[illegible]
M40	Turbo Hydra-Matic	[illegible]	[illegible]	[illegible]
	Trim, Vinyl	[illegible]	[illegible]	[illegible]
P01	Wheel Covers: Bright Metal	[illegible]	[illegible]	[illegible]
PA3	Color Keyed	[illegible]	[illegible]	[illegible]
P02	Deluxe	[illegible]	[illegible]	[illegible]
N95	Simulated Wire, 14" or 15" (NA [illegible])	[illegible]	[illegible]	[illegible]
PA5	Wheels: Set of 5 (14"x6 1/2")	[illegible]	[illegible]	[illegible]
PH1	Set of 5 (15"x7")	[illegible]	[illegible]	[illegible]
ZJ7	Rally 15"x7"	[illegible]	[illegible]	[illegible]
	Rally 14"x7"	[illegible]	[illegible]	[illegible]
	Rally 14"x6"	Nova SS, Camaro [illegible]	[illegible]	[illegible]
	Sport (14"x7")	[illegible]	[illegible]	[illegible]
P06	Wheel Trim Ring	Chevrolet [illegible]	[illegible]	[illegible]
A31	Windows: Power	Chevelle, Chevrolet, Camaro [illegible] Chevrolet (NA Biscayne, Brookwood)	[illegible]	[illegible]
A33	Power Tailgate	2-seat wagon		

CHEVROLET CORVETTE

THE · NADCOR · SYSTEM
AN AUTOMOBILE CONSUMER SERVICE

STANDARD EQUIPMENT

[illegible] ... [illegible] transmission ... [illegible] ... outside rearview mirror ... [illegible] ... vinyl ventilation system ... [illegible] ... Convertible has manually operated top. Three speed manual transmission is standard w/ base engine; optional engines require optional transmissions.

CODE	MODELS			FREIGHT	[illegible] COST	SUGGESTED RETAIL
19437	Sport Coupe	3527. 7	250.00	111.00	4007.37	4382.00
19467	Convertible	3276.[illegible]	233.00	111.00	4109.35	4630.00

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
F41	Suspension, Special Front & Rear [illegible]	W/ 350 h.p. or L[illegible] engine	29.20	36.90
C60	Air Conditioning, Four Season	All (NA w/ L71 [illegible] engine)	339.16	428.70
U45	Alarm System, Audio	All	20.85	26.35
G81	Axle, Positraction Rear	All	35.67	45.35
A85	Belt, Shoulder w/ retractors	[illegible]	[illegible]1.35	42.15
J56	Brakes, [illegible]	[illegible] brakes incl.)	304.15	[illegible]
J50	[illegible]	[illegible]	[illegible]	[illegible]
M45	Clutch, [illegible]	[illegible]	[illegible]	[illegible]
C50	Defroster, Rear	[illegible]	[illegible]	[illegible]
L46	Engines: V8 [illegible] h.p.	[illegible]	101.15	131.[illegible]
L36	V8 427 [illegible] h.p.	[illegible] (req.)	175.00	221.[illegible]
L68	V8 4[illegible] h.p.	[illegible] (req.)	250.35	[illegible]
L71	V8 [illegible] h.p.	[illegible] transistor ignition, M21 req.	340.[illegible]	437.10
L71 89	V8 [illegible]	[illegible] incl.)	650.[illegible]	8[illegible]2.05
L88	V8 4[illegible]	[illegible] M22 options (NA w/A31 N40 or C60)	81[illegible].55	1032.15
N14	Exhaust System, [illegible]	[illegible]	114.55	147.[illegible]
A01	Glass, Tinted	[illegible]	15.80	16.[illegible]
K15 A00	Heater, [illegible]	[illegible]	8.55	10.55
K66	Ignition System, Transistor	[illegible] (NA w/ [illegible] engine)	64.15	81.10
T32	Louver Trim Group, [illegible]	[illegible]	16.70	21.10
U69	Radio: AM-FM [illegible]	[illegible]		
	[illegible]	[illegible]	136.67	172.75
	[illegible]	All [illegible]	2[illegible]	27[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	57.[illegible]
[illegible]	Rear [illegible]	[illegible] ry top	[illegible]	11.[illegible]
[illegible]	[illegible] Leather	[illegible]	[illegible]	10[illegible]
[illegible]	St[illegible]	[illegible] (NA [illegible])	[illegible]	[illegible]
N37	Steering Shaft, [illegible]	All	[illegible].21	[illegible]
PT[illegible]7	Tires, [illegible]	All	20[illegible].00	25[illegible]
C07	Top, Auxiliary	[illegible] & folding top	153.30	1[illegible]
M20 21	Transmission 4 [illegible]	All		
M22	[illegible]		240.00	2[illegible]
	[illegible]	All [illegible]		
M40	Turbo [illegible]		164.00	[illegible]
	Hydra-Matic	All [illegible] engine	164.00	[illegible]
		[illegible] engine	240.00	290.[illegible]
		[illegible] w/ [illegible] spec. eng.	63.50	79.00
	Trim, Leather	All	45.85	57.[illegible]
P02 A00	Wheel Covers, Deluxe	All	50.00	63.2[illegible]
A31	Windows, Power	All (NA [illegible])		

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1970 CHRYSLER

STANDARD EQUIPMENT

Basic Equipment on All Models: Ash tray, rear [illegible] ... retractors, brakes, [illegible] system ... coat hangers, [illegible] inside safety ... defroster, ignition switch light, instrument panel ... [illegible] ... steering column, impact absorbing, vehicle side marker lights, windshield washers ... belts.

Newport Series: Basic equipment, plus 383 V8 engine w/ 2 [illegible] carb. ... [illegible]

Newport Custom Series: [illegible] ...

300 Series: Basic and Newport Custom equipment ... [illegible] carb. ... [illegible] ... TorqueFlite automatic transmission ... [illegible]

New Yorker Series: Basic and 300 Series equipment ... [illegible] ... remote control ... [illegible]

Town and Country Series: Armrest, front [illegible] ... [illegible] ... vinyl bench ... [illegible] ... guard and step pad ... [illegible] ... 3 seat ... mounted, windshield wipers, 3 speed electric, w/ [illegible]

CODE	MODELS	[illegible]	[illegible]	[illegible]
	NEWPORT SERIES	[illegible]	[illegible]	[illegible]
CE41	Sedan, 4 door	[illegible]	[illegible]	[illegible]
CE23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]
CE43	4 door	[illegible]	[illegible]	[illegible]
CE27	Convertible	[illegible]	[illegible]	[illegible]
	NEWPORT CUSTOM SERIES	[illegible]	[illegible]	[illegible]
CL41	Sedan, 4 door	[illegible]	[illegible]	[illegible]
CL23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]
CL43	4 door	[illegible]	[illegible]	[illegible]
	300 SERIES	[illegible]	[illegible]	[illegible]
CM23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]
CM43	4 door	[illegible]	[illegible]	[illegible]
CM27	Convertible	[illegible]	[illegible]	[illegible]
	NEW YORKER SERIES	[illegible]	[illegible]	[illegible]
CH41	Sedan, 4 door	[illegible]	[illegible]	[illegible]
CH23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]
CH43	4 door	[illegible]	[illegible]	[illegible]
	TOWN AND COUNTRY SERIES	[illegible]	[illegible]	[illegible]
CP45	Wagon, 2 seat	[illegible]	[illegible]	[illegible]
CP46	3 seat	[illegible]	[illegible]	[illegible]

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
A04	Basic Group [illegible]	Newport, Newport Custom New Yorker, Town & Country	[illegible] [illegible]	[illegible] [illegible]
A02	Driver's Aid Package [illegible]	W/ Sure-Guard Sentinel [illegible] W/o Sure-Guard Sentinel Lighting [illegible] Town & Country	8.20 [illegible] [illegible]	[illegible] 15.[illegible] [illegible]
A35	Entry Convenience Pkg. [illegible]	Town & Country, 2-seat	[illegible]	[illegible]
A01	Light Group Package [illegible]	Newport, Newport Custom, 300	[illegible]	[illegible]
A03	Town & Country Package Assist handles, [illegible] ... remote control left outside mirror	Town & Country	51.00	[illegible]

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
A35	Trailer Towing Package [illegible]	[illegible] w/2 bbl. carb.	26.90	35.25
	[illegible]	[illegible] w/4 bbl. carb.	43.00	[illegible]
	[illegible]	440 [illegible] w/4 bbl. carb.	26.90	35.25
	[illegible]	440 TNT eng.	10.55	14.20
H51	Air Conditioner: Single Unit	All (TorqueFlite and power steering req.)	320.10	405.85
H52	Dual Units	Wagon (TorqueFlite and power steering req.)	518.55	655.00
H53	Auto. Temp Air Cond.: Single	All (TorqueFlite and power steering req.)	366.10	461.10
H54	Dual	Wagon (TorqueFlite and power steering req.)	576.85	711.40
F11	Alternator, 50 Amp.	All ([illegible] w/air conditioning)	8.80	11.15
P18	Antenna, Power	All (radio and Light Group req.)	24.00	31.45
M95	Assist Handles	Town & Country	13.50	17.70
[illegible]	Automatic Speed Control	All (TorqueFlite and power brakes req.)	50.75	65.50
D51/53	Axle, Optional Ratio	All	8.00	10.50
F25	Battery, 70 Amp. (std. w/440 engines)	All (std. 300, New Yorker)	10.00	13.10
C15	Belts: Seat, Deluxe	All (std. New Yorker, Town & Country)	10.00	13.00
C13	Shoulder, Front	Convertible	20.45	26.00
C14	Rear	All ex. convertible	20.45	26.00
B41	Brakes: Disc Front (Power Brakes req.)	All (std. New Yorker, Town & Country)	24.50	32.10
B51	Power	Newport, Newport Custom, 300	35.75	[illegible]
M31	Bumper Guards: Front	All	13.[illegible]	17.50
M33	Rear	All ex. [illegible] wagon, 300 or New Yorker	13.35	17.50
M35	Front & Rear	All [illegible] wagon	26.70	35.00
C92	Carpet Protection Mats	All	11.20	14.55
J21	Clock, Electric	All (std. New Yorker)	14.35	[illegible]
C16	Console ([illegible] Power [illegible])	W/[illegible] seats (NA wagon or Newport Custom)	51.65	67.05
H31	Defogger, Rear Window	All (NA conv., wagon) (NA w/rear seat heater)	20.25	[illegible].35
D91	Differential, Sure-Grip	All	35.70	[illegible].70
P41	Door Locks, Electric	2 door	34.75	[illegible].35
		4 door	53.00	[illegible].50
E63	Engines: 383 w/4 bbl. Carb.	Newport, Newport Custom, Town & Country (NA man. trans.)	55.05	67.00
E85	440 w/4 bbl. [illegible]	Town & Country	130.00	164.00
E86	440 TNT w/4 bbl. Carb.	Newport, Newport Custom (TorqueFlite req.)	1[illegible]	1[illegible].35
		300, New Yorker	6[illegible]	[illegible]
N95	Evaporative Control System	All (req. California)	23.25	[illegible]
G15	Glass, Tinted: Windshield only	All	23.25	30.50
G11	All Windows	All	34.15	[illegible]
L64	Headlight Dimmer, Auto.	All w/[illegible]uard Sentinel Lighting	37.15	48.70
L42	Headlight Time Delay	All	14.65	18.40
H15	Heater, [illegible]	All ex. wagon or conv. (NA w/defogger)	51.[illegible]	67.[illegible]
L41	Lighting [illegible]	All	2[illegible]	[illegible]
L35	Lights: [illegible]	All w/[illegible] Group	27.[illegible]	[illegible]
L75	[illegible]	All	4.10	5.40
L73	[illegible]	All	4.10	5.40
L72	[illegible]	All w/[illegible]uard Sentinel Lighting	4.[illegible]	5.[illegible]
M91	Luggage Rack, [illegible]	Town & Country	48.80	6[illegible].55
G33	Mirrors: Outside Left Remote [illegible]	All (std. New Yorker)	8.05	10.55
G31	Outside [illegible] Manual	All	5.30	[illegible]
	Moldings:			
C34	[illegible]	[illegible] w/bench seat (std. conv. or power seat)	8.55	11.[illegible]
M15	[illegible]	New[illegible] sedan	17.25	2[illegible]
M05	Door Edge Protector	2 [illegible]	3.[illegible]	[illegible]
		4 [illegible]	6.70	[illegible]
M41	License Plate Frames	All ([illegible] rear)	5.[illegible]	[illegible].15
[illegible]	Paint, Two-Tone	All ([illegible] or wagon)	32.[illegible]	4[illegible]
	Protection, Vinyl Body Side	[illegible]	22.[illegible]	2[illegible]
		All	11.[illegible]	[illegible]
R13	Radio: [illegible] Tune AM	All [illegible] Group	7[illegible]	[illegible]
R23	Touch Tune AM-FM	All w/[illegible] Group	142.55	[illegible]
		All w/[illegible] Group	72.20	9[illegible].65

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
R37	AM-FM Multiplex w/stereo tape	All w/o Basic Group	27[illegible]	[illegible]
		All w/Basic Group	[illegible]	[illegible]
R22	Stereo Tape w/AM Radio	All w/o Basic Group	[illegible]	[illegible]
		All w/Basic Group	[illegible]	[illegible]
R31	Speaker, Rear Seat	All ex. Town & Country	[illegible]	[illegible]
		Town & Country	[illegible]	[illegible]
	Roof, Vinyl	All (NA conv., wagon)	[illegible]	[illegible]
C61	Seat Recliner, Passenger Side	Newport, 300	[illegible]	[illegible]
C65	Seats: Air Foam, Front	Newport (std. vinyl trim)	[illegible]	[illegible]
P21	Bench, 6-way Power	All w/bench seats	7[illegible]	[illegible]
P25	Bucket or Split Bench, Left, 6-way Power	All w/bucket or split bench seats	72.75	[illegible]
P28	Bucket or Split Bench, Left and Right, 6-way Power	All w/bucket or split bench seats	140.[illegible]	1[illegible]
...	Bench (instead of bucket)	300 hardtop	[illegible]	[illegible]
	Bench, Vinyl	Newport ([illegible])	[illegible]	[illegible]
	Bench 3-in-1	N[illegible] 4 door, Town & Country	[illegible]	[illegible]
		New[illegible] 4 door, [illegible]	[illegible]	[illegible]
		New Yorker [illegible] 2 door hardtop, leather	[illegible]	[illegible]
	Bucket, Vinyl	Newport 2 door hardtop	[illegible]	[illegible]
		Newport convertible	[illegible]	[illegible]
		New Yorker 2 door	[illegible]	[illegible]
	Bucket, Cloth and Vinyl	[illegible] hardtop	[illegible]	[illegible]
S25	Shock Absorbers, HD	All	[illegible]	[illegible]
C95	Spare Tire Cover, Carpeted	New Yorker	[illegible]	[illegible]
C97		Newport, Newport Custom, [illegible] trunk carpet)	[illegible]	[illegible]
S77	Steering, Power	Newport, Newport Custom, 300	[illegible]	[illegible]
S61	Steering Wheel: Tilt-A-Scope	All (TorqueFlite and power steering req.)	[illegible]	[illegible]
S83	Deluxe Rim Blow	All	[illegible]	[illegible]
S13	Suspension, HD	All ([illegible])	[illegible]	[illegible]
	Tires: [illegible]			
U85	H78-15 [illegible]	Newport, Newport Custom, 300	[illegible]	[illegible]
U75	H70-15 [illegible] Letters	[illegible]	[illegible]	[illegible]
U45	J78-15 [illegible]	[illegible]	[illegible]	[illegible]
U44	J78-15 Whitewall	[illegible]	[illegible]	[illegible]
		New Yorker, Town & Country, [illegible]	[illegible]	[illegible]
U58	L78-15 Blackwall	Town & Country	[illegible]	[illegible]
	L78-15 [illegible]	New Yorker, Town & Country	[illegible]	[illegible]
D34	Transmission, TorqueFlite	Newport, Newport Custom [illegible] carb.	[illegible]	[illegible]
		Newport, Newport Custom [illegible] 4 bbl. carb.	[illegible]	[illegible]
[illegible]	Trunk Lid Release, Vacuum	All ex. Town & Country	[illegible]	[illegible]
J55	Undercoating, w/Underhood Pad	All (std. New Yorker)	[illegible]	[illegible]
J26	Washer, Tailgate Window	Town & Country	[illegible]	[illegible]
W15	Wheel Covers, Deep Dish	All	[illegible]	[illegible]
W23	Wheels: Road, Chrome	All ex. wagon (NA w/optional wheel covers)	[illegible]	[illegible]
P31	Windows: Power	All	[illegible]	[illegible]
P33	Vent	All w/power windows	[illegible]	[illegible]
J25	Windshield Wipers, 3 Spd. Electric	Newport, Newport Custom, 300	4.15	5.[illegible]

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DODGE 1970

THE · NASCOR · SYSTEM
AN AUTOMOBILE CONSUMER SERVICE

STANDARD EQUIPMENT

Basic Equipment on all Dodge passenger car lines: [illegible] cylinder [illegible] warning light, cigarette lighter [illegible] heater & defroster, instrument panel and [illegible] front seat [illegible] latch (2 door) [illegible] steering column and wheel, transmission: 3 speed manual, [illegible] mirror, left outside and [illegible] side marker lights, front & rear, windshield washers, electric (ex. Dart) [illegible] wipers, 2 speed electric w/ [illegible] type [illegible] and anti-fire finish, shoulder belts, headrests, ignition, steering, transmission lock.

DART

Standard and Swinger Series: Basic equipment, plus: dome light, rubber floor mats, engine, 6 cyl. 198, 125 h.p. engine, tires, [illegible] Swinger [illegible] also has HD shock absorbers, [illegible] suspension, [illegible] 275 h.p. engine, "bumblebee" stripes, [illegible] tires, carpeting.

Custom Series: [illegible] Standard series equipment, plus: carpeting [illegible] vinyl seats (hardtop), stainless steel [illegible] dual horns.

CHALLENGER

Challenger Series: Basic equipment, plus: 6 cyl. 225, 145 h.p. eng.; V-8 318, 230 h.p. (383 4 bbl., R/T) eng.; Transmission [illegible] floor shift, bucket seats, vinyl 3 spoke steering wheel, woodgrain, concealed wipers, ventless door glass, [illegible] carpeting.

R/T Series: [illegible] equipment plus: HD brake drums, Rallye instrument cluster, tires: F70-14 white raised letters, [illegible]

Special Edition: [illegible] & R/T equipment plus: vinyl roof, formal roof styling, overhead interior consolette w/warning [illegible]

CORONET

Deluxe Series: Basic equipment plus: [illegible] vinyl bench seats (sedan has cloth vinyl), heater/defroster, front arm-rests [illegible] engine, 6 cyl. 225, 145 h.p. engine, stainless [illegible] tires, 7.35-14.

Super Bee Series: [illegible] 3 speed manual transmission, [illegible] moldings, [illegible] armrests with ash trays [illegible] 14 [illegible]

440 Series: [illegible] steering wheel w/ horn ring, and [illegible] hub, 3 seat [illegible]

500 Series: [illegible] 318 engine, seats, bucket, [illegible] map and [illegible]

R/T Series: [illegible] 440 [illegible] engine, body side paint stripe, HD drum brakes, [illegible] wheel scoop [illegible] 14 [illegible] letters. Convertible has courtesy lights.

CHARGER

Charger: [illegible] electric rear center armrest with ash tray, [illegible] box, [illegible] to match [illegible]

Charger R/T: [illegible] 440 [illegible] dual exhaust, [illegible] HD brakes, 70 amp battery, "Bumblebee" or longi-[illegible]

DODGE

Polara Series: [illegible] heavy duty [illegible] front seat, [illegible] ash trays, [illegible] 4 door [illegible] on 2 door [illegible] seat belts [illegible] and rear [illegible]

Polara Custom Series: [illegible] at no extra cost, all vinyl trim, deluxe wheel [illegible]

Monaco Series: [illegible] Custom [illegible] 6 cyl. 383 [illegible] h.p., all vinyl trim, cornering lights, [illegible]

GROUP CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
DART	STANDARD SERIES			
LL41	[illegible]	61.00	2221.51	2545.00
	SWINGER SERIES			
LL23	[illegible]	61.00	2210.47	2530.00
	SWINGER "340" V-8			
LM23	[illegible]	61.00	[illegible]	[illegible]
	CUSTOM SERIES			
LH41	[illegible]	61.00	2300.55	2711.00
LH23	[illegible]	61.00	2362.04	[illegible]
CHALLENGER	STANDARD SERIES			
JH23	Hardtop, 2 door	61.00	[illegible]	[illegible]
JH29	2 door Special Edition	61.00	[illegible]	[illegible]
JH27	Convertible	63.00	[illegible]	[illegible]
	R/T SERIES V-8			
JS23	Hardtop, 2 door	61.00	[illegible]	3327.00
JS29	2 door Special Edition	61.00	[illegible]	[illegible]
JS27	Convertible	63.00	3050.43	[illegible]

DODGE 1970

THE · NASCOR · SYSTEM

GROUP CODE	MODELS					
CORONET	DELUXE SERIES					
WL21	Coupe, 2 door	2091.04	146.00	[illegible]	[illegible]	[illegible]
WL41	Sedan, 4 door	2131.14	[illegible]	[illegible]	[illegible]	[illegible]
WL45	Wagon	2320.93	165.00	[illegible]	[illegible]	[illegible]
	SUPER BEE SERIES V-8					
WM21	Coupe, 2 door	[illegible]	165.00	61.00	[illegible]	[illegible]
WM23	Hardtop, 2 door	2347.80	169.00	61.00	[illegible]	[illegible]
	440 SERIES					
WH21	Coupe, 2 door	2091.20	152.00	64.00	[illegible]	[illegible]
WH41	Sedan, 4 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
WH23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
WH45	Wagon, 2 seat	2417.77	174.00	[illegible]	[illegible]	[illegible]
WH46	3 seat (V-8)	2574.59	184.00	[illegible]	[illegible]	[illegible]
	500 SERIES V-8					
WP41	Sedan, 4 door	2353.72	169.00	64.00	2710.72	[illegible]
WP23	Hardtop, 2 door	2387.04	[illegible]	[illegible]	[illegible]	[illegible]
WP27	Convertible	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
WP45	Wagon, 2 seat	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
WP46	3 seat	[illegible]	190.00	[illegible]	[illegible]	[illegible]
	R/T SERIES V-8					
WS23	Hardtop, 2 door	[illegible]	[illegible]	64.00	[illegible]	[illegible]
WS27	Convertible	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	CHARGER SERIES					
XP29	Hardtop	[illegible]	[illegible]	64.00	[illegible]	[illegible]
XS29	Hardtop R/T V-8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	CHARGER 500 SERIES					
XP29	Hardtop	2397.73	172.00	64.00	[illegible]	[illegible]
DODGE	POLARA SERIES V-8					
DL41	Sedan, 4 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DL23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DL43	4 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DL27	Convertible	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DL45	Wagon, 2 seat	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DL46	3 seat	[illegible]	197.00	[illegible]	[illegible]	[illegible]
	POLARA CUSTOM SERIES V-8					
DM41	Sedan, 4 door	[illegible]	177.00	[illegible]	[illegible]	[illegible]
DM23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DM43	4 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	MONACO SERIES V-8					
DH41	Sedan, 4 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DH23	Hardtop, 2 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DH43	4 door	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DH45	Wagon, 2 seat	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DH46	3 seat	[illegible]	226.00	[illegible]	[illegible]	[illegible]
	ADD FOR STANDARD V-8 ENG. (6 cyl. only)					
	Dart [illegible]	[illegible]	6.00		[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]
	Coronet [illegible]	[illegible]	[illegible]		[illegible]	[illegible]
	Charger [illegible]	[illegible]	6.00		[illegible]	[illegible]

Standard V-8 engine [illegible]

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT				
A36	Axle: Performance [illegible]	Challenger [illegible]	[illegible]	[illegible]	[illegible]
		Challenger R/T [illegible]	[illegible]	[illegible]	[illegible]
		Charger R/T, 500 [illegible]	[illegible]	[illegible]	[illegible]
A32	Super Performance Package	Challenger R/T [illegible]	13.00	[illegible]	[illegible]
		Challenger R/T [illegible] Charger R/T, 500 [illegible]	11.00	[illegible]	[illegible]
A31	High Performance Package	Challenger, Coronet [illegible]	[illegible]	[illegible]	[illegible]

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible] COST	[illegible]
	Axle, Cont'd.			
A33	Track Pak (W/V-8 440 / 426 eng. w/4 spd. man. trans.)	Challenger R/T, Coronet Super Bee or R/T, Charger R/T.	110.35	142.85
A34	Super Track Pak (w/V-8 [illegible] w/4 [illegible] man. trans.) Track Pak [illegible] power disc brakes	Challenger R/T, Coronet Super Bee or R/T, Charger R/T	182.00	[illegible]35.65
D52/ 53, 56	Optional Ratio [illegible]	All	8.00	10.35
A43	Decor Molding Group [illegible] frame moldings, wheel [illegible] moldings	Dart Standard, Swinger	26.35	34.85
A46		Swinger "340"	19.35	25.05
A63		Challenger (std. Special Edition Pkg.)	28.75	37.20
		Coronet Deluxe 4-door ex. wagon	29.30	37.95
		Coronet Deluxe wagon	33.55	43.05
A66	Engine Package, 340 V-8	Challenger group (NA R/T & Special Edition Package)	200.00	253.70
		Dart Custom	56.40	73.00
A65	G.T. Package	Dart [illegible] Swinger "340"	25.30	32.70
A01	Light Package [illegible]	Dart [illegible] "340"	21.[illegible]	2[illegible]
		C[illegible] R/T & 340 eng.	31.[illegible]	41.[illegible]
		C[illegible] R/T & 340 eng.	25.[illegible]	3[illegible]
		C[illegible] ex. 500, R/T; Charger	25.[illegible]	31.70
		C[illegible] ex. 3-seat wagon, 500	2[illegible]	37.[illegible]
		C[illegible] 3-seat wagon	21.[illegible]	31.[illegible]
		C[illegible] wagon, R/T	20.[illegible]	26.55
		C[illegible] wagon	1[illegible]	21.10
		[illegible] Custom	32.[illegible]	41.[illegible]
		[illegible] wagon & Custom	[illegible].05	41.10
		P[illegible]	25.[illegible]	33.65
		P[illegible]	25.[illegible]	33.65
		P[illegible] Wagon	16.[illegible]	21.20
		M[illegible] sedan, hardtop	151.55	201.50
A76	Monaco Brougham [illegible]	Monaco [illegible] door hardtop (NA/man. trans.)	84.00	[illegible]00.55
A75	Monaco [illegible]		NC	NC
N97	[illegible] Package	All [illegible] 2-bbl. carb. and Hemi eng.	45.00	59.40
A05	Protection Group [illegible]	Dart [illegible] Swinger "340," Custom	3[illegible]	41.75
		[illegible] Custom	44.75	57.[illegible]
		[illegible] ex. R/T & 340 eng. (NA w/stripes)		
		C[illegible] group 8 cyl. 340 eng. (NA w/ stripes)	33.[illegible]	43.25
			51.[illegible]	66.10
		Coronet Deluxe, 440, 500 2-door	[illegible]	[illegible]
		Coronet Deluxe, 440 4-door sedan	[illegible]	[illegible]
		C[illegible] 440 wagon	5[illegible]	6[illegible].75
		[illegible]	155.70	197.55
		[illegible]	14[illegible]	1[illegible].05
A04	Radio Group [illegible]	Charger w/14" wheels w/o Rallye Cluster ex. R/T	157.15	203.45
		Charger w/15" wheels w/o Rallye Cluster ex. R/T	149.70	193.15
		Charger group w/14" wheels and Rallye Cluster	140.[illegible]	191.85
		Charger group w/15" wheels and Rallye Cluster	133.[illegible]	171.65
			157.45	[illegible]
		Coronet [illegible] 440 ex. 383 4-bbl. [illegible]	133.00	1[illegible].50
		Coronet [illegible] 440 w/383 4-bbl. [illegible] Super Bee, R/T	1[illegible]1.00	182.00
		Coronet [illegible] ex. 383 4-bbl. eng.	136.55	177.20
		Coronet [illegible] w/383 4-bbl. eng.		
		Charger w/o Special Edition [illegible] 383 4-bbl. [illegible] ex. R/T	202.15	261.00
		Charger R/T or 383 4-bbl. eng. w/o Special Edition Package	198.00	256.40

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY		
	Radio Group Cont'd.	Charger 500 w/Special E[illegible] ex. [illegible]	174.15	[illegible]
		Charger 500, R/T & 383 4-bbl. [illegible] w/ Special Edition Package	[illegible]	[illegible]
		Polara ex. Custom	[illegible]	[illegible]
		Polara Custom	[illegible]	[illegible]
		Monaco ex. wagon	[illegible]	[illegible]
		Monaco wagon	[illegible]	
		Challenger ex. R/T, Coronet R/T		
A62	Rallye Instrument Cluster [illegible]		[illegible]	
		Dart group (std. Swinger "340")	[illegible]	
S13	Rallye Suspension [illegible] Trailer Towing Package)	Challenger group (std. R/T)	[illegible]	
		Coronet group ex. wagon (std. R/T)	[illegible]	
		Coronet wagon, Deluxe group	[illegible]	
C15	Seat Belt Group, Deluxe	A[illegible]	[illegible]	
A47	Special Edition Package [illegible]	Ch[illegible] wheel covers.	40.[illegible]	
A35	Trailer Towing Package [illegible] Torqueflite trans. required	C[illegible]	[illegible]	
		Dart V-8 318, [illegible]	[illegible]	
		Dart V-8 3[illegible]	[illegible]	
		C[illegible]	37.[illegible]	
		C[illegible]	[illegible]	
		C[illegible]	[illegible]	
		C[illegible]	[illegible]	
H51	Air Conditioner: Single [illegible]	[illegible]	[illegible]	
H52	Dual	[illegible]	[illegible]	
	W/Auto. Temperature Control			
H53	Single	D[illegible]	[illegible]	
H54	Dual	D[illegible]		
N96	Air Scoop: Ramcharger Hood [illegible] NA	Coronet Super Bee, R/T	11.[illegible]	
F11	Alternator, 50 amp. HD [illegible]	Dart [illegible]	[illegible]	
		D[illegible]		
N38	Auto Pilot (Speed Control) [illegible]	C[illegible]	[illegible]	
F23	Battery: 59 amp.	[illegible]	[illegible]	
F25	70 amp.	[illegible]	[illegible]	
C13	Belts, Shoulder: Front	[illegible]	[illegible]	
C14	Rear	[illegible]		
B41	Brakes: Disc Front	[illegible]	[illegible]	
B11	Heavy Duty Drum	[illegible]	[illegible]	
B51	Power	[illegible]	[illegible]	
C93	Carpets:	[illegible]	[illegible]	
A24	Trunk	[illegible]	[illegible]	
C02		[illegible]		
J21	Clock, Electric	[illegible]	[illegible]	
C16	Console (NA w/3 spd. man. trans., bucket seats req.)	Coronet Super B[illegible]	[illegible]	
		Dart [illegible]		
		Dart group (NA wagon)		
P45	Deck Lid Release, Vacuum			

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible] COST	[illegible]
H31	DeFogger, Rear Window	All ex. wagon, convertible	20.25	26.25
D91	Differential, Sure-Grip (std. w/High Performance Axle Package)	All ex. Dodge group	32.70	42.35
		Dodge group	37.60	48.70
	Engine: (6 cyl. in addition to std. V8)			
E24	6 cyl. 225	Dart group (NA 4-sp. man. trans.)		
E61	V 8 383 w/2 bbl. carb (NA w/man. trans.)	Challenger ex. R/T; Coronet group ex. Super Bee, R/T, Charger ex. R/T, 500, Polara, Polara 500	*20.00	24.65
E63	V 8 383 w/4 bbl. carb. (NA 3 sp. man. trans.)	Challenger ex. R/T; Coronet group ex. Super Bee, R/T Charger ex. R/T	56.55	69.75
E74	V 8 426 Hemi (NA [illegible], Trailer Towing Pkg., auto. spd. cont., 3 spd. man. trans.)	Challenger R/T	111.55	137.55
		Coronet Super Bee	631.50	778.75
		Coronet R/T	683.60	[illegible]
		Charger R/T	582.25	715.85
E86	V 8 440 w/4 bbl. carb	Challenger R/T	525.85	648.25
E85	(NA 3 spd. man. trans., air cond., trailer tow pkg. or auto. pilot)	Polara ex. Custom, wagon	105.85	130.85
		Polara wagon (power brake req.)	153.00	188.70
		Polara, Monaco ex. wagon	155.45	230.75
		Monaco wagon	95.85	119.85
E87	V 8 440 w/3 2 bbl. carb. (NA 3 sp. man. trans., air cond., [illegible])	Challenger R/T, Coronet Super Bee	135.60	[illegible]
		Coronet R/T, Charger R/T	202.35	249.50
N95	Evaporative Control System	All (req. California)	56.15	119.05
N41	Exhaust, Dual	[illegible] w/440 eng. (std. wagon)	26.35	37.80
N42	Exhaust Extension, Chrome	Coronet [illegible]	25.85	33.40
C92	Floor Mats	[illegible]	10.05	20.20
		Dart [illegible] groups	8.40	10.90
J46	Gas Cap, Locking	All ex. Dart [illegible] groups	10.50	13.50
G11	Glass, Tinted: All Windows	[illegible] group	3.40	[illegible]
		Dart [illegible] groups	25.50	32.75
		Coronet [illegible] Charger groups	31.45	40.70
G15	Windshield Only	Dart [illegible]	33.15	42.95
		Dart, Challenger groups	15.75	20.10
		Coronet [illegible] Charger groups	20.00	25.60
M31	Guards, Bumper: Front	[illegible]	22.25	[illegible]
		Dart [illegible]	10.55	14.15
		Coronet [illegible] Charger group	12.35	16.00
M83	Rear	[illegible]	13.00	[illegible]
		[illegible]	8.70	11.25
		[illegible] (NA wagons)	12.[illegible]	16.[illegible]
M85	Front & Rear	[illegible] pad on wagons)	13.75	[illegible]
		[illegible]	10.55	[illegible]
		[illegible]	15.50	[illegible]
M[illegible]	Handles, Assist	[illegible]	26.50	35.50
L42	Headlamp Time Delay	[illegible]	13.50	17.45
		[illegible]	10.65	13.50
J45	Hood Tie Down Pins	[illegible]	14.35	18.30
J31	Horns, Dual	[illegible]	11.20	15.[illegible]
L36	Lights: [illegible]	[illegible] Coronet Deluxe	5.05	5.[illegible]
L35	[illegible]	[illegible] (NA w/air cond.)	33.75	50.[illegible]
P41	Locks: Power Door	[illegible] Monaco ex. wagon)	27.85	[illegible]
		[illegible]	31.75	41.[illegible]
J51	Rear Compartment	[illegible] group wagon (std. Monaco 3 seat)	53.00	63.[illegible]
M91	Luggage Rack: Roof	Coronet [illegible]	8.10	10.[illegible]
		[illegible]	40.[illegible]	52.[illegible]
	Rear Deck	[illegible]	41.[illegible]	53.[illegible]
		[illegible] 500	25.40	[illegible]
G33	Mirrors: Left Outside Remote Control	[illegible]	25.70	33.[illegible]
		All ex. [illegible]	8.05	10.[illegible]
		Challenger [illegible]	11.70	15.[illegible]
G31	Right Outside Manual	All ex. Ch[illegible]	11.70	15.[illegible]
		Challenger, [illegible]	5.30	6.85
		Challenger, painted	8.45	10.[illegible]
			8.45	10.55

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
M31	Molding: Belt	Dart [illegible]	[illegible]	[illegible]
M07	Center Pillar	Coronet Deluxe 2-door, 440 4-door [illegible]	3.00	4.25
M33	Body Side, Vinyl	Dart 2-door ex. Swinger "340", Custom; Challenger group ex. 340 eng. [illegible]; Coronet Deluxe, 440, 500 2-door	[illegible]	[illegible]
		Dart 4-door	[illegible]	[illegible]
		Dart 2-door Swinger "340", Custom; Challenger group w/340 eng. (NA w/stripes)	[illegible]	[illegible]
		Coronet Deluxe, 440 4-door	[illegible]	[illegible]
M88	Decklid, Lower	Dart group	[illegible]	[illegible]
M05	Door Edge	All 2-door	[illegible]	[illegible]
		All 4-door	[illegible]	[illegible]
M25	Sill	Dart group	[illegible]	[illegible]
		Challenger group	[illegible]	[illegible]
		Charger	[illegible]	[illegible]
		Polara 4-door sedan, wagon ex. Custom	[illegible]	[illegible]
M15	Upper Frame	Dart 4-door	[illegible]	[illegible]
M26	Wheel Lip	Dart Swinger "340" (std. Custom)	[illegible]	[illegible]
		Charger R/T	[illegible]	[illegible]
V21	Paint: High Impact Colors	All ex. [illegible] group	[illegible]	[illegible]
	Hood, Perf. Treatment	Dart [illegible] "340", Challenger R/T	[illegible]	[illegible]
		Challenger w/340 eng.	[illegible]	[illegible]
	Two-Tone (NA/Conv.)	Dart [illegible]	[illegible]	[illegible]
		Challenger [illegible]	[illegible]	[illegible]
		Coronet, Super Bee, Charger	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
	Stripe, Longitudinal	Dart [illegible] R/T [illegible]	[illegible]	[illegible]
		Charger [illegible]	[illegible]	[illegible]
	Side	Dart [illegible]	[illegible]	[illegible]
	Bumble Bee	Dart Swinger "340", Coronet Super Bee & R/T, Charger R/T	[illegible]	[illegible]
J41	Pedals, Dress Up	All ex. Dart [illegible], Charger [illegible]	[illegible]	[illegible]
	Radio: w/o Radio Group:			
R11	Music Master AM	All	[illegible]	[illegible]
R13	Astrophonic AM	Charger, Dodge group	[illegible]	[illegible]
R21	AM/FM Solid State	Coronet [illegible]	[illegible]	[illegible]
R35	AM/FM Multiplex	Charger [illegible]	[illegible]	[illegible]
R22	AM w/Stereo Tape	C[illegible] Coronet group	[illegible]	[illegible]
		Dart group	[illegible]	[illegible]
	W/Radio Group			
R13	Astrophonic AM	Dart group	[illegible]	[illegible]
		Charger	[illegible]	[illegible]
R21	AM/FM Solid State	Coronet group	[illegible]	[illegible]
R35	AM/FM Multiplex	Charger	[illegible]	[illegible]
		Polara	[illegible]	[illegible]
		Monaco	[illegible]	[illegible]
R22	AM w/Stereo Tape	Coronet group, Challenger	[illegible]	[illegible]
		Polara	[illegible]	[illegible]
		Monaco	[illegible]	[illegible]
R31	Rear Seat Speaker, Single	All ex. Challenger, Dart [illegible]	[illegible]	[illegible]
		Challenger group	[illegible]	[illegible]
	Dual	Challenger group	[illegible]	[illegible]
		[illegible] (NA conv.) [illegible]	[illegible]	[illegible]
C65	Seat: Air Foam, Front	Dart group	[illegible]	[illegible]
	Bucket, Vinyl	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		Coronet [illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		Charger R/T	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		Polara Custom [illegible]	[illegible]	[illegible]
	Bucket, Leather	Challenger Formal [illegible]	[illegible]	[illegible]

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
	Seat Cont'd.			
C62	Bucket, 6 way Left	Coronet ex. Deluxe, 440 Charger std., Challenger	25.70	33.30
	50 50 Split Bench	Monaco hardtop, convertible	82.50	107.20
	Power Bench	Dodge group	77.50	100.35
	Power Bucket or 50 50 Split Left	Dodge group	71.75	92.90
C21	Center Front Armrest	Coronet group w/bucket seats (NA w/console)	42.05	54.45
	Bench Seat w/Folding Armrest	Challenger hardtop ex. R/T (auto. trans. req.)	12.75	16.50
S25	Shock Absorbers, Firm Ride	Dart group, Challenger	2.75	3.55
		Coronet (std. R/T, Super Bee), Charger, Dodge groups (std. w/426 Hemi or 440 Magnum eng.)	3.55	4.60
W34	Spare Tire, Collapsible (req. w/15" tires or 340, 426 eng.)	Challenger group (std. convertible)	10.00	12.95
S77	Steering, Power	Dart group	69.05	85.15
		Challenger group	73.25	[illegible]
		Coronet group	81.35	[illegible]
		Dodge group	86.50	[illegible]
S79	Steering Wheel: Partial Horn Ring	Dart group (std. Custom)	7.75	10.05
		Challenger	4.20	5.45
S33	Rim Blow	Dodge groups (std. Custom, Monaco)	4.50	5.80
		Dart ex. Custom	22.50	29.25
		Dart Custom	14.80	19.25
		Challenger group	19.00	24.65
		Coronet Deluxe Series	22.40	29.00
		Coronet ex. Deluxe Series, Charger w/o Special Edition Package	14.80	19.15
		Charger w/Special Edition Package	N.C.	N.C.
		Polara ex. Custom	19.25	24.95
		Polara Custom, Monaco	14.90	19.30
S62	Tilt, Rim Blow	Dodge group (req. auto. trans., pwr./steering)	40.90	52.95
S81	Woodgrain, Sports Type	Coronet ex. Deluxe; Charger, Polara Custom, Monaco	20.65	26.75
		Coronet Deluxe Series	24.80	32.10
		Polara ex. Custom	25.05	32.45
M51	Sun Roof	Challenger hardtop, Special Edition; Charger group	356.45	461.45
N85	Tachometer: (V8 req.)	Swinger "340", Coronet group (ex. Super Bee), Charger 500	38.75	50.15
		Charger ex. 500	52.85	68.45
J26	Tailgate Window Washer/Wiper (Power [illegible] on 2-[illegible])	Coronet Super Bee	52.65	68.45
		Wagon	30.35	39.30
	Tires: Dart group			
	Extra charge for models w/D78-14 as standard:			
T64	D78-14 [illegible]			
T77	E70-14 [illegible] (HD Suspension req.)		20.45	26.45
T74	E70-14 [illegible]		16.20	20.[illegible]
T76	F70-14 [illegible] (HD Suspension req.)		38.55	47.[illegible]
	Extra charge for models w/F70-14 as standard:		36.65	47.30
T74	E70-14 [illegible]			
T76	E70-14 [illegible] white letters		20.45	26.15
	Tires: Challenger group		20.45	26.45
	Extra charge for models w/E78-14 as standard (6 cyl. 225, 8-cyl. 318 eng.):			
T25	E78-14 belted [illegible]			
T35	F78-14 [illegible]		20.45	26.15
T34	F78-14 belted whitewall		11.60	15.10
T66	F70-14 belted whitewall (HD Suspension req. NA 6 cyl.)		34.40	44.70
T87	F70-14 belted white letters (HD Suspension req. NA 6 cyl.)		50.50	65.35
	Extra charge for models w/F78-14 as standard (8 cyl. 383 eng.):		50.50	65.35
T34	F78-14 belted whitewall		22.60	29.35
T86	F70-14 belted whitewall (HD Suspension or disc brakes req.)		38.70	50.10

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY		
	Tires: Challenger group, Cont'd.			
T87	F70-14 belted white letters (HD Suspension or disc brakes req.)		38.70	50.
	Extra charge for models w/F70-14 as standard (383, 440 4 bbl., 440 6-bbl.)			
T86	F70-14 belted whitewall		N.C.	[illegible]
U82	E60-15 belted white letters (Collapsible Spare req.) (NA trailer towing pkg.; convertible w/440 eng.)		37.00	47.
	Tires: Coronet, Charger groups			
	Extra charge for models w/F78-14 as standard (6 cyl. ex. wagon):			
T34	F78-14 belted whitewall		[illegible]	[illegible]
T45	G78-14 belted blackwall		[illegible]	[illegible]
T46	G78-14 belted whitewall		[illegible]	[illegible]
	Extra charge for models w/G78-14 as standard (8 cyl. 318, 383 eng. ex. wagon)			
T46	G78-14 belted whitewall		[illegible]	[illegible]
T86	F70-14 belted whitewall (HD drum or disc brakes req.)		[illegible]	[illegible]
T87	F70-14 belted white letters (HD drum or disc brakes req.)		[illegible]	[illegible]
U84	F60-14 belted white letters (HD drum, HD Suspension or disc brakes req.)		[illegible]	[illegible]
	Extra charge for models w/F70-14 as standard:			
T87	F70-14 belted white letters		N.C.	[illegible]
U84	F60-14 belted white letters (HD Suspension req.)		[illegible]	[illegible]
	Extra charge for models w/G78-14 as standard (wagons w/6 cyl. or 8 cyl. 318, 2 seat wagons w/383 eng.):			
T46	G78-14 belted whitewall		[illegible]	[illegible]
T55	H78-14 belted blackwall		[illegible]	[illegible]
T56	H78-14 belted whitewall		[illegible]	[illegible]
	Extra charge for models w/H78-14 as standard (3 seat wagons w/383 eng.):			
T56	H78-14 belted whitewall		[illegible]	[illegible]
	Tires: Dodge group			
	Extra charge for models w/G78-15 as standard (Polara 2 door hardtop and 4 door sedan):			
U24	G78-15 belted whitewall		[illegible]	[illegible]
U35	H78-15 belted blackwall (minimum size req. w/air cond., [illegible] eng.)		[illegible]	[illegible]
U36	H78-15 belted whitewall		[illegible]	[illegible]
U75	H70-15 belted white letters		[illegible]	[illegible]
U45	J78-15 belted blackwall		[illegible]	[illegible]
U44	J78-15 belted whitewall		[illegible]	[illegible]
	Extra charge for models w/H78-15 as standard (Polara 4 door hardtop and convertible, Polara Custom, Monaco ex. wagon):			
U36	H78-15 belted whitewall		[illegible]	[illegible]
U75	H70-15 belted white letters		[illegible]	[illegible]
U45	J78-15 belted blackwall		[illegible]	[illegible]
U44	J78-15 belted whitewall		[illegible]	[illegible]
	Extra charge for models w/J78-15 as standard (wagons w/383 eng.):			
U44	J78-15 belted whitewall		[illegible]	[illegible]
U57	L78-15 belted blackwall (minimum size req. [illegible] wagons or trailer towing pkg. [illegible])		[illegible]	[illegible]
U58	L78-15 belted whitewall		[illegible]	[illegible]
	Extra charge for models w/L78-15 as standard (3 seat wagons w/440 eng.):			
U58	L78-15 belted whitewall		[illegible]	[illegible]
	Top: Vinyl	Dart group	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
P37	Power, convertible	Challenger group	[illegible]	[illegible]
D13	Transmission: 3-spd. Man. Floor Shift (NA trailer tow package)	Dart (std. Swinger "340"), [illegible]; Charger 383, 4-bbl. eng. [illegible]	[illegible]	[illegible]
D21	4-spd. Man. Floor Shift (NA trailer tow pkg., std. 426, 440 Coronet Super Bee, Challenger performance axle pkg.)	Dart Swinger "340", [illegible]	[illegible]	[illegible]
		Coronet R/T, Charger R/T		
		Challenger ex. 6 cyl., V8 383 2 bbl. eng.	[illegible]	[illegible]

CODE	ACCESSORIES & EQUIPMENT		MODEL AVAILABILITY	[illegible]	[illegible]
	Transmission, Cont'd.				
D34		TorqueFlite	Dart group 6 cyl.	142.25	175.45
			Challenger, Coronet, Charger groups 6 cyl.	154.25	190.25
			Dart group 8 cyl. 318 eng.	155.00	191.15
			Dart group 8 cyl. 340 eng.	175.30	216.20
			Coronet, Charger groups 8 cyl. 318 eng.;	167.30	206.30
			Challenger 8 cyl. 318 eng. (NA R/T)	163.35	202.05
			Coronet, Charger groups 8 cyl. 383 eng. w/ 2 bbl. carb., Challenger 8 cyl. 340, 4 bbl.; 383 2-bbl. ex. R/T	175.30	216.20
			Challenger, Coronet group, 383, 4-bbl., 426, 440 ex. Coronet, Charger R/T	184.10	227.05
			Dodge group 8 cyl. 318 eng.	167.30	206.30
			Dodge group 8 cyl. 383 eng.	181.00	223.20
			Dodge group 8 cyl. 440 eng.	184.10	227.05
	Trim, Seats, Vinyl		Dart 2 door ex. Custom sedans	27.35	[illegible]
			Dart 4-door Custom	18.70	24.10
			Coronet 440 4-door sedan	18.70	24.10
			Polara ex. Custom	13.35	17.25
			Polara Custom	N.C.	N.C.
J55	Undercoating		All (incl. underhood pad)	12.30	16.80
	Wheel Covers: w/o Radio Group				
W11		Deluxe	All	16.45	21.20
W13		Deep Dish	Coronet, Charger group	[illegible]	33.25
			Challenger	34.70	[illegible]
			Polara ex. Custom	41.00	[illegible]
			Polara Custom, Monaco	[illegible]	31.35
W18		Mag. Type	Dart group (req. E70-14 tires)	49.50	64.10
W15		Wire	Dart (req. D70 or E70-14 tires), Coronet (NA 500), Challenger (NA 340, 426 eng.), Charger (NA Special Edition Pkg.)	49.50	64.10
		W/Radio Group			
W13		Deep Dish	Coronet group	11.60	15.00
			Challenger (NA 340, 426 eng.)	18.35	23.75
			Polara ex. Custom	24.60	[illegible]
W18		Mag. Type	Dart group (req. E70-14 tires)	33.10	42.65
W15		Wire	Dart group	33.10	42.65
			Coronet group (NA 500), Challenger (NA 340, 426 eng.)	33.10	[illegible]
W23	Wheels: Road:	Chrome	[illegible]	21.65	28.00
		w/Trim Rings	[illegible] or Coronet 500	60.35	[illegible]
			[illegible] Charger Special Edition [illegible] Coronet 500 ex. Deluxe group	50.15	64.65
			[illegible] Radio Package	75.15	[illegible]
			[illegible] w/Radio Package	50.75	70.05
			[illegible] ex. Radio Package	53.75	70.05
			[illegible] w/Radio Package	34.15	44.25
W21		Rallye	[illegible] or Radio Package	[illegible]	[illegible]
			[illegible] w/Radio Package	16.35	21.05
P31	Windows: Power		[illegible] hardtop & conv. ex. Deluxe; [illegible] group, Challenger group	81.25	105.20
			[illegible]	84.30	109.15
P35		Power Tailgate	Wagon (std. [illegible])	26.75	34.65
J25	Windshield Washer/Wipers:				
		3 speed	Dodge, Coronet, Charger group (std. 4-bbl. 383, 426, 440 eng.)	4.15	5.40
		Variable Speed	Dart, Challenger group (std. Rallye Cluster)	8.20	10.60

STANDARD EQUIPMENT

Basic Equipment on All Series: [illegible] and cushion, back-up lights, front [illegible] belts (ex. convertible), safety-type door latches, [illegible] shield pillars, [illegible] system, [illegible] heater and defroster, two-speed electric windshield wipers and washers, [illegible] headrests.

MAVERICK

Standard Series: Basic equipment, plus: 6 cyl. 170 engine, 3 speed manual [illegible] vinyl trim, color-keyed floor mats, flipper type quarter window, [illegible] tires, ventless side windows.

FALCON

Standard Series: Basic equipment, plus: courtesy light, ash tray, 6 cyl. 200 engine, [illegible] 7.35-14). Wagon has vinyl trim, 6 cyl. 250 engine, 7.75-14 tires.

Futura Series: All of the above, plus: nylon carpeting, [illegible]

MUSTANG

Basic equipment, plus: 6 cyl. 200 engine, 42 amp. alternator, 3 speed [illegible] extensions, [illegible] competition suspension, [illegible] and trim rings, dual exhaust, quick ratio [illegible]

TORINO

Basic equipment, plus: [illegible] carpeting, [illegible]

GT also has [illegible] E70-14 [illegible]

Cobra [illegible] 429 "CJ" engine, competition suspension, 4 speed [illegible] lettered tires.

FORD

Basic equipment, plus: 6 cyl. 240 engine [illegible]

Galaxy 500 Series: All of the above, plus: [illegible]

XL Series: All of the above, plus: [illegible] wheel covers.

LTD Standard Series: [illegible]

LTD Brougham Series: All of the above, plus: [illegible] ash tray, cut pile carpeting, wood grain instrument panel appliqué, [illegible]

GROUP	CODE	MODELS	[illegible]	[illegible]	[illegible]
MAVERICK		STANDARD SERIES			
	[illegible]	Sedan, 2-door	[illegible]	[illegible]	[illegible]
FALCON		STANDARD SERIES			
	62A	Sedan, 2-door	[illegible]	[illegible]	[illegible]
	54A	4-door	[illegible]	[illegible]	[illegible]
	71A	Wagon	[illegible]	[illegible]	[illegible]
		FUTURA SERIES			
	62B	Sedan, 2-door	[illegible]	[illegible]	[illegible]
	54B	4-door	[illegible]	[illegible]	[illegible]
	71B	Wagon	[illegible]	[illegible]	[illegible]
MUSTANG					
	65A	Hardtop	[illegible]	[illegible]	[illegible]
	63A	SportsRoof	[illegible]	[illegible]	[illegible]
	76A	Convertible	[illegible]	[illegible]	[illegible]
	65E	Grandé Hardtop	[illegible]	[illegible]	[illegible]
	63C	Mach 1 V-8 SportsRoof	[illegible]	[illegible]	[illegible]
	63A	Boss 302 V-8	[illegible]	[illegible]	[illegible]
TORINO		FAIRLANE 500 SERIES			
	54B	Sedan, 4-door	[illegible]	[illegible]	[illegible]
	65B	Hardtop, 2-door, Formal	[illegible]	[illegible]	[illegible]
	71B	Wagon	[illegible]	[illegible]	[illegible]
		TORINO STANDARD SERIES			
	54C	Sedan, 4-door	[illegible]	[illegible]	[illegible]
	65C	Hardtop, 2-door, Formal	[illegible]	[illegible]	[illegible]
	57C	4-door	[illegible]	[illegible]	[illegible]
	71C	Wagon, 4-door	[illegible]	[illegible]	[illegible]

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1970 FORD

GROUP CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
	GT SERIES V-8			
63F	Hardtop, 2 door, SportsRoof	67.00	2716.23	3172.00
76F	Convertible	72.00	2804.00	3234.00
	BROUGHAM SERIES			
65E	Hardtop, 2 door, Formal	67.00	2635.39	3073.00
57E	4 door	67.00	[illegible].72	3143.00
71E	Wagon, 4 door, Squire	72.00	2931.42	3451.00
	COBRA SERIES V-8			
63H	Hardtop, 2 door, SportsRoof	67.00	2834.06	3316.00
FORD	**CUSTOM SERIES**			
54E	Sedan, 4 door	74.00	2333.72	2845.00
71D	Wagon, Ranch	79.00	2743.64	3301.00
	CUSTOM 500 SERIES			
54B	Sedan, 4 door	74.00	2425.94	2946.00
71H	Wagon, Ranch, 2 seat	79.00	2783.84	3117.00
71J	4 seat	79.00	2881.10	3300.00
	GALAXIE 500 SERIES			
54A	Sedan, 4 door	74.00	2625.56	3100.00
65C	Hardtop, 2 door, Formal	74.00	[illegible]	3100.00
63B	2 door, SportsRoof	74.00	[illegible]	3117.00
57B	4 door	74.00	[illegible]	[illegible]
71B	Wagon, 2 seat, Country Sedan	79.00	[illegible]	3507.00
71C	4 seat, Country Sedan	79.00	2971.44	3575.00
	XL SERIES			
63C	Hardtop, SportsRoof	74.00	2791.02	3307.00
76B	Convertible	79.00	[illegible]	[illegible]
	LTD STANDARD SERIES V-8			
54C	Sedan, 4 door	74.00	[illegible]	[illegible]
65A	Hardtop, 2 door, Formal	74.00	[illegible]	[illegible]
57F	4 door	74.00	[illegible]	[illegible]
71E	Wagon, 2 seat, Country Squire	79.00	[illegible]	[illegible]
71A	4 seat, Country Squire	79.00	[illegible]	[illegible]
	LTD BROUGHAM SERIES			
	Sedan, 4 door	74.00	[illegible]	[illegible]
	Hardtop, 2 door	74.00	[illegible]	3611.00
	4 door	74.00	[illegible]	[illegible]

ADD FOR STANDARD V-8 ENG. (6 cyl. only)

	TOTAL COST	SUGGESTED RETAIL
Falcon ex. Wagon, Futura	73.70	90.00
Falcon Wagon, Futura	73.70	90.00
Torino group	73.70	90.00
Mustang group	82.92	101.00
Ford group	87.10	111.00

Standard V-8 engine All ex. Fairlane Cobra series [illegible] 2 w/2-bbl. carb., 220 h.p.; Fairlane Cobra series, 428 w/4-bbl. carb., Non Ram Air, 335 h.p.

ACCESSORIES

ACCESSORIES & EQUIPMENT	MODEL APPLICATION	CITY	TOTAL COST	SUGGESTED RETAIL
Accent Group	Mustang		41.10	52.00
Convenience Check Group	Ford group		25.31	32.00
Convenience Group	Mustang ex. Grande, Mach 1, Boss 302		35.55	45.00
	Grande, Mach 1, Boss 302		25.31	32.00
[illegible] Group	Mustang ex. conv. (N/A Grande, Mach 1)		61.68	73.00
	Mustang conv.		76.74	97.00
LTD Luxury Trim Group	LTD hardtop, sedan		82.27	104.00
Trailer Towing Package	Ford group, w/disc brakes, Torino ex. Squire		90.90	115.00
	Ford group, w/disc brakes, Torino Squire		39.55	50.00

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ACCESSORIES & EQUIPMENT	MODEL APPLICATION	TOTAL COST	SUGGESTED RETAIL
Visibility Group [illegible] comp. light, headlamp on w/buzzer, headlamp delay control, seat belt warning light.	LTD Brougham, XL conv., LTD std., [illegible]	[illegible]	[illegible]
	Galaxie 500 2-door hardtop, conv.; XL, LTD, Squire	[illegible]	[illegible]
	Torino w/dual racing mirrors	[illegible]	[illegible]
	Torino w/o dual racing mirrors	[illegible]	[illegible]
	All others ex. Maverick, Falcon	[illegible]	[illegible]
Air Conditioner, Selectaire (Tinted glass recommended)	Falcon group (N/A 6 cyl. wagon), Maverick	[illegible]	[illegible]
	Torino group (N/A 6 cyl. wagon)	[illegible]	[illegible]
	8 cyl. Mustang N/A Boss 302, 428 eng. w/ 4-speed trans.	[illegible]	[illegible]
	8 cyl. Ford group	[illegible]	[illegible]
Alternator, Heavy-Duty: 55 amp	Ford group (std. air cond.)	[illegible]	[illegible]
65 amp.	Ford group	[illegible]	[illegible]
Axle: Drag Pack	Mustang, Torino	[illegible]	[illegible]
High Ratio	All	[illegible]	[illegible]
Battery: Heavy-Duty (55 amp. over 45 amp. std.; std. 80 amp. over 55 amp. std.)	All ex. Maverick	[illegible]	[illegible]
Extra Heavy-Duty (70 amp. over 45 amp. std.; 80 amp. over 55 amp. std.)	All ex. Falcon, Maverick	10.35	13.00
Belts, Deluxe [illegible]	All ex. Maverick, Torino	[illegible]	[illegible]
	Torino 2 door	[illegible]	[illegible]
	Torino 4 door	[illegible]	[illegible]
Brakes, Power Disc Front	Mustang V-8, Torino, Ford group (std. LTD, trailer tow pkg.)	[illegible]	[illegible]
Carpet, Cargo Area	Ford wagon	[illegible]	[illegible]
Clock, Electric	Mustang (rectangular)	[illegible]	[illegible]
	Mustang (round) std. Grande, Mach 1	[illegible]	[illegible]
	Torino, Ford group (std. LTD Brougham)	[illegible]	[illegible]
Console (Bucket seats required)	Mustang (std. Mach 1), Torino	[illegible]	[illegible]
Cooling, Heavy Duty [illegible]	Mustang, Ford group	[illegible]	[illegible]
Defogger, Rear Window	All ex. Maverick (N/A conv., wagon)	[illegible]	[illegible]
Defroster, Rear Window, Electric	Ford group (N/A conv.)	[illegible]	[illegible]
Differential: Traction Lok	Mustang, Ford, Torino group ex. 4.30 ratio	[illegible]	[illegible]
Door Locks, Power	Ford group, 2 door	[illegible]	[illegible]
	Ford group, 4 door ex. wagon	[illegible]	[illegible]
	Ford group wagon	[illegible]	[illegible]
Engines: 8 cyl. is in addition to std. V-8			
6 cyl. 200, 120 h.p.	Maverick	[illegible]	[illegible]
155 h.p.	Maverick	[illegible]	[illegible]
V-8 351, 250 h.p.	Mustang (std. Mach 1), Torino group	[illegible]	[illegible]
	Ford group (std. XL, LTD)	[illegible]	[illegible]
V-8 351, 300 h.p.	Mustang ex. Mach 1, Torino group	[illegible]	[illegible]
	Mustang Mach 1	[illegible]	[illegible]
V-8 390, 265 h.p.	Ford group ex. Custom, Cust. 500	[illegible]	[illegible]
	Ford Custom, Cust. 500	[illegible]	[illegible]
V-8 428, 335 h.p. (non-ram-air) (Req. auto. or 4-spd. close ratio trans., F70-14 tires)	Mustang ex. Mach 1	[illegible]	[illegible]
	Mustang Mach 1	[illegible]	[illegible]
V-8 428, 335 h.p. (ram-air) (Same req. as above)	Mustang ex. Mach 1	[illegible]	[illegible]
	Mustang Mach 1	[illegible]	[illegible]
V-8 429, 320 h.p. (Auto. trans. req.)	Ford group ex. Custom, Cust. 500	[illegible]	[illegible]
	Ford Custom, Cust. 500	[illegible]	[illegible]
V-8 429, 360 h.p. (Auto. or 4-speed trans. req. on Fair.)	Torino group (N/A Cobra)	[illegible]	[illegible]
	Ford group ex. Custom, Cust. 500	[illegible]	[illegible]
	Ford Custom, Cust. 500	[illegible]	[illegible]
V-8 429 "CJ" 370 h.p. (non-ram-air) (Auto. or 4-speed trans. req.)	Torino group ex. Cobra (N/A wagon)	[illegible]	[illegible]
	Torino Cobra	[illegible]	[illegible]
V-8 429 Cobra Jet 370 h.p. (ram-air) (Same req. as above)	Torino group ex. Cobra (N/A wagon)	[illegible]	[illegible]
	Torino Cobra	[illegible]	[illegible]
Fuel Evaporative Control	All (req. Calif. only)	[illegible]	[illegible]

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
Glass, Tinted, Complete	Falcon group, Mustang	25.31	32.00
	Maverick w/Accent Group	25.31	32.00
	Maverick w/o Accent Group	38.01	48.00
	Torino group	28.48	36.00
	Ford group	35.55	45.00
Guards, Front Bumper	Mustang	10.25	13.00
Headlamps, Concealed	Torino (std. Brougham), NA/Fairlane	41.91	53.00
Hood Scoop, Functional "Shaker"	Mustang Boss 302, 351 eng. (std. 428 Ram-Air, 429), Torino 351, 290 h.p.	51.43	65.00
Load Leveler, Automatic	Ford ([illegible] req.)	70.33	89.00
Louvers, Rear Window	Mustang, Torino SportsRoof	51.43	65.00
Luggage Rack: Roof	Torino wagon	36.37	46.00
Roof, Adjustable	Ford & Torino wagon	57.79	73.00
Mirror: Outside Remote Control, Left	All ex. Maverick (std. Visibility Group)	10.25	13.00
Outside Dual Racing [illegible] color keyed. incl. in [illegible]	All 2-door ex. Falcon, Maverick (std. Grandé, Mach I)	20.59	26.00
Molding: Body Side	Ford group (NA Squire), Torino (std. Torino std. series)	20.59	26.00
Rocker Panel	Ford, Mustang (std. Mach I, Grandé or w/ Exterior Decor Group	12.70	16.00
Paint: Two Tone [illegible] moldings on Ford Custom and [illegible]	Fairlane group ex. conv., wagon, SportsRoof; Ford XL	35.55	45.00
Two Tone Top	Ford group, Torino	21.31	27.00
Two Tone Hood	Mustang (std. Mach I)	10.25	13.00
Radio: AM	All ex. Maverick	48.26	61.00
	Maverick	48.26	61.00
AM FM Stereo	Mustang, Torino	169.26	214.00
	Ford group	[illegible]	240.00
Ride Control, Automatic	Ford [illegible]	70.30	[illegible]
Roof, Vinyl	[illegible]	66.50	84.00
	[illegible]	20.59	26.00
	[illegible] formal hardtop	75.20	95.00
	[illegible] LTD, 500 sedan	83.04	105.00
	[illegible] sedans	112.[illegible]	142.00
Seat: High Back Bucket w/console	[illegible]	140.77	[illegible]
[illegible]	[illegible]	105.23	13[illegible]
[illegible] Bench	Ford group	[illegible]	41.00
[illegible]	[illegible] group	58.51	74.00
[illegible]	[illegible]	79.10	100.00
[illegible] (Driver)	[illegible]	66.50	84.00
[illegible] Pass. Seat	[illegible]	94.16	119.00
[illegible]	[illegible]	76.74	97.00
[illegible]	[illegible]	52.25	66.00
[illegible]	[illegible]	20.59	26.00
Seat Trim: [illegible]	[illegible] Accent Group), Torino	41.09	52.00
[illegible]	[illegible] wagon)	25.59	[illegible]
Speed Control, [illegible]	[illegible]	62.50	79.00
Spoiler, [illegible]	Mustang [illegible]	15.73	20.00
Steering: Manual (Quick Ratio)	[illegible])	12.65	16.00
Power	[illegible]	75.20	[illegible]
	[illegible]	75.20	[illegible]
	[illegible] groups	[illegible]	105.00
	[illegible]	79.10	100.00
Steering Wheel: Rim Blow-Deluxe	[illegible] Mach I), Ford group (std. w/GT [illegible] group), Torino	30.84	39.00
Tilt	Ford group (pwr. strg. & auto. trans. req.)	35.55	45.00
	Mustang	35.55	45.00
Stereosonic Tape System	Mustang, Ford groups	106.04	134.00

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
Suspension: Competition	Mustang (std. Mach I, Boss 302, 428 eng.) NA/6 cyl.	24.3[illegible]	31.00
Heavy-Duty	Ford group	15.21	[illegible]
	8 cyl. Torino group (NA/429 eng., Torino GT)	[illegible]	[illegible]
Tachometer	8 cyl. Torino group (NA/clock)	[illegible]	[illegible]
	8 cyl. Mustang	42.75	54.00
Tailgate, Dual Action	Falcon wagon	35.55	45.00
Transmission: 4-speed Manual	8 cyl. Torino group (NA/302 eng., std. Cobra)	[illegible]	[illegible]
	Mustang 428 engine	[illegible]	[illegible]
	Mustang w/302, 351 eng.	[illegible]	[illegible]
Select Shift Cruise-O-Matic	6 cyl.	[illegible]	[illegible]
	8 cyl. 302, 351, 390 eng. w/2 bbl. carb.	[illegible]	[illegible]
	8 cyl. 428 eng. w/4 bbl. carb. ex. Cobra, 429 eng.	[illegible]	[illegible]
	Cobra	[illegible]	[illegible]
Semi-Automatic	Maverick w/170 engine	[illegible]	[illegible]
Trim: Knitted Vinyl	Fairlane 500 and Torino hardtops & wagons, Cobra w/bucket seats [illegible] Ford group ([illegible] XL w/bucket [illegible])	25.31	[illegible]
Vinyl	Falcon Futura, Fairlane 500 [illegible] Ford group ([illegible]), Maverick	[illegible]	[illegible]
Ventilation, Power	Torino group ([illegible] std. [illegible])	[illegible]	[illegible]
Wheel Covers: Standard	Falcon group, Mustang ([illegible] Ford [illegible] XL, LTD, [illegible])	[illegible]	[illegible]
	Maverick w/[illegible] Accent Group	[illegible]	[illegible]
	Torino [illegible]	[illegible]	[illegible]
Deluxe	Torino [illegible] GT	[illegible]	[illegible]
	Torino Brougham, GT	[illegible]	[illegible]
	Ford group ex. XL, LTD, Country Squire	[illegible]	[illegible]
	Ford XL, LTD, Country Squire	[illegible]	[illegible]
Sim. Magnesium	Ford group ex. XL, LTD, Country Squire	[illegible]	[illegible]
	Ford XL, LTD, Country Squire	[illegible]	[illegible]
Sport	Mustang ex. Grandé, Boss 302, Torino [illegible] GT	[illegible]	[illegible]
	Mustang Grandé, Boss 302, Torino [illegible] GT	[illegible]	[illegible]
Wire	Mustang ex. Grandé	[illegible]	[illegible]
	Mustang Grandé	[illegible]	[illegible]
Wheels: Argent Style	Mustang ex. Grandé, Mach I, Torino ex. Brougham, GT	[illegible]	[illegible]
	Mustang Grandé, Torino Brougham, GT	[illegible]	[illegible]
Magnum 500	Torino ex. Brougham, GT	[illegible]	[illegible]
	Torino Brougham, GT, Mustang	[illegible]	[illegible]
Windows: Power	Ford group ex. Custom, Custom 500, [illegible]	[illegible]	[illegible]
	Torino group	[illegible]	[illegible]
Power Tailgate	Wagon (std. Ford Country Squire, [illegible] models)	[illegible]	[illegible]
Windshield Wipers, Intermittent	All ex. Falcon, Maverick	[illegible]	[illegible]

TIRES

ACCESSORIES & EQUIPMENT / MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
Maverick: Extra charge for models with 6.00-13 as standard (all w/o Accent Group):		
6.00-13 whitewall	24.17	30.00
6.45-14 blackwall	11.15	14.00
6.45-14 whitewall	35.33	44.00
Extra charge for models with 6.45-14 as standard (all w/Accent Group):		
6.45-14 whitewall	24.17	30.00
Falcon Group: Extra charge for models with 6.95-14 as standard (all ex. 302 engine and air cond., wagons):		
6.95-14 whitewall	24.18	30.00
7.35-14 blackwall	12.70	16.00
7.35-14 whitewall	30.88	40.00
Extra charge for models with 7.35-14 as standard (sedans, coupes w/302 engine and air cond.):		
7.35-14 whitewall	24.18	30.00
Extra charge for models with 7.75-14 as standard (wagons):		
7.75-14 whitewall	24.13	30.00
Mustang Group: Extra charge for models with E78-14 belted blackwall as std. (6-cyl., 8-cyl. ex. [illegible] and [illegible] eng.)		
E78-14 belted whitewall	24.18	30.00
E70-14 belted whitewall	38.51	48.00
F70-14 belted whitewall (ex. 6-cyl. 200 eng.)	51.11	64.00
F70-14 belted with raised white letters (ex. 6-cyl. 200 eng.)	61.27	77.00
Extra charge for models with E70-14 belted whitewall as std. (428 eng. ex. Mach I, Mach I [illegible] eng.)		
F70-14 belted whitewall	12.70	16.00
F70-14 belted with raised white letters	22.77	29.00
Extra charge for models with F70-14 belted whitewall as std. (Mach I with 428 eng. ex. [illegible])		
F70-14 [illegible] letters	10.25	13.00
Torino Group: Extra charge for models with E78-14 belted as std. (6 cyl., 8-cyl. 302 and 351 [illegible] models)		
E78-14 belted whitewall	24.18	30.00
F78-14 [illegible]	12.70	16.00
F78-14 [illegible]	35.67	[illegible]
F70-14 [illegible]	51.11	64.00
F70-14 [illegible] white letters	61.27	77.00
Extra charge for models with [illegible] belted as std. (GT ex. 429 engine):		
F[illegible] 14 [illegible]	12.70	16.00
F[illegible] 14 [illegible] letters	22.77	29.00
G[illegible] 14 [illegible]	25.40	32.00
G[illegible] 14 [illegible]	35.66	45.00
Extra charge for models with [illegible] belted as std. (429 eng. ex. GT, Wagons, ex. Squire [illegible])		
F[illegible] 14 [illegible]	24.18	30.00
G[illegible] 14 [illegible]	12.70	16.00
G[illegible] 14 [illegible]	[illegible]	[illegible]
[illegible])	[illegible]	[illegible]
F[illegible] (ex. wagons)	[illegible]	61.00
G70-14 [illegible]	51.21	64.00
Extra charge for models with [illegible] belted as std. (GT, Cobra with 429 engine):	61.46	77.00
F70-14 [illegible] letters	10.15	13.00
F70-15 [illegible]	24.[illegible]	31.00
G70-14 [illegible]	12.70	16.00
G70-14 [illegible] letters	23.03	29.00
Extra charge for models with [illegible] belted as std. (wagons with 429 eng. & Squire 351 [illegible])		
G78-14 [illegible]	24.18	30.00
G70-14 [illegible]	38.51	48.00
G70-14 belted white raised letters	48.76	61.00

ACCESSORIES & EQUIPMENT / MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
Ford Group: Extra charge for models with F78-15 belted as std.:		
F78-15 belted whitewall	24.[illegible]	[illegible]
G78-15 belted blackwall	[illegible]	[illegible]
G78-15 belted whitewall	[illegible]	[illegible]
H78-15 belted blackwall	[illegible]	[illegible]
H78-15 belted whitewall	[illegible]	[illegible]
H70-15 belted Wide Oval belted whitewall	67.[illegible]	84.[illegible]
Extra charge for models with G78-15 belted as std.:		
G78-15 belted whitewall	24.1[illegible]	[illegible]
H78-15 belted blackwall	[illegible]	[illegible]
H78-15 belted whitewall	[illegible]	[illegible]
H70-15 belted Wide Oval belted whitewall	[illegible]	[illegible]
Extra charge for models with H78-15 as std.:		
H78-15 belted whitewall	24.[illegible]	[illegible]
H70-15 Wide Oval belted whitewall (NA wagon)	[illegible]	[illegible]

FORD THUNDERBIRD 1970

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STANDARD EQUIPMENT

[illegible] mirror [illegible] AM push [illegible] instrument panel [illegible] seats [illegible] front and rear w/ front retractors [illegible] power brakes [illegible] 215 R 15 radial ply [illegible] transmission, Select Shift Cruise-O-[illegible] wheel covers, ventless side windows, sliding quarter [illegible] action wipers.

CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
65 C	[illegible]	102.00	[illegible].12	[illegible]
65 D	Landau 2-door	102.00	[illegible]	[illegible]
57 C	4-door	102.00	4220.32	5264.00

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT		EOH (EXCISE)	TOTAL COST	SUGGESTED RETAIL
47 H	Convenience Check Group	All		79.92	101.00
	[illegible]			20.50	26.00
	Protection Group	2 door		23.77	30.00
	[illegible]	4 door		22.13	28.00
56 1	Suspension, Heavy Duty [illegible]	All			
	[illegible]			337.81	427.00
57 3	Air Conditioner: [illegible]	All (tinted glass recommended)		394.78	4[illegible]
	[illegible] Temp. Control	All		10.25	
	Axle, [illegible]	All			
	Belts, [illegible]			11.80	
	[illegible]	All			
	Brake Lights, [illegible]			26.95	34.00
	[illegible]	All		153.18	194.00
	Brake System, [illegible]	All (NA 3.00:1 axle ratio)		11.07	14.00
56 2	[illegible]	All		20.[illegible]	[illegible]
	Defogger, [illegible]	All		37.10	[illegible]
45 4	Differential, [illegible]	All		[illegible]	[illegible]
	Electric [illegible]	All		[illegible]	[illegible]
	Exhaust Emission Control System	All (req. & avail. only in Cal.)		[illegible]	[illegible]
60 2	[illegible]	All		76.74	97.00
56 1	Highway Pilot Speed Control	All (Tilt Away steering wheel req.)		101.87	[illegible]
	Power [illegible]	All		118.[illegible]	150.00
53 3	Radio, [illegible]	All		61.53	78.00
	Seats: [illegible]	2 door			
	[illegible]			78.23	99.00
54 1	[illegible]	All		[illegible]	[illegible]
	[illegible]	All		[illegible]	[illegible]
	[illegible]	All		[illegible]	[illegible]
	[illegible]	All		[illegible]	[illegible]
	[illegible]	[illegible] trim		[illegible]	[illegible]
59 2	[illegible]	All w/AM radio (incl. w/AM-FM radio)		[illegible]	[illegible]
	[illegible]	All		110.[illegible]	[illegible]
58 6	[illegible] System	All w/AM Radio		[illegible]	[illegible]
	[illegible]	All		[illegible]	[illegible]
	Tires: [illegible]	All		[illegible]	[illegible]
	Trim: [illegible]	All		[illegible]	[illegible]
	[illegible]	All w/ [illegible] or tan bucket seats		[illegible]	[illegible]
	[illegible]			41.[illegible]	[illegible]
65 5	Wheel Covers, [illegible]	All		[illegible]	[illegible]
65 7	[illegible]	All		[illegible]	110.00
52 1	Windshield [illegible]	All			
	Windshield Wipers, [illegible]	All		20.50	26.00

1970 IMPERIAL

N THE · NADCOR · SYSTEM
AN AUTOMOBILE CONSUMER SERVICE

STANDARD EQUIPMENT

8-cyl. 440 350-h.p. engine, L84-15 tires, automatic transmission, [illegible] able seat belts, heater, power brakes (disc front), [illegible] w/mirror, four cigarette lighters and ash trays, wheel covers, [illegible] Sentry Signal, fender mounted turn signal indicators, time delay ignition switch [illegible] side marker light, and back-up light; concealed headlamps, [illegible]

CODE	MODELS	[illegible]	[illegible]	[illegible]
	CROWN			
YL23	Hardtop: 2-door	100.00	[illegible]	[illegible]
YL43	4-door	100.00	47[illegible]	[illegible]
	LE BARON			
YM23	Hardtop: 2-door	100.00	[illegible]	[illegible]
YM43	4-door	100.00	[illegible]	[illegible]

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
A35	Trailer Towing Package	All	[illegible]	[illegible]
H51	Air Conditioner: Single	All	[illegible]	[illegible]
H52	Dual	All	[illegible]	[illegible]
H53	Single w/Auto Cont.	All	[illegible]	[illegible]
H54	Dual w/Auto Cont.	All (NA w/A35, H51, H15)	[illegible]	[illegible]
L[illegible]	Automatic Beam Changer	All (L41 [illegible] required)	[illegible]	[illegible]
[illegible]	Auto [illegible] Control	All	[illegible]	[illegible]
C[illegible]	Belts, [illegible] Rear L & R	All	[illegible]	[illegible]
C[illegible]	Cover, Spare Tire	All ([illegible] dual air cond.)	[illegible]	[illegible]
H31	Defogger, [illegible] Window	All (NA w/H51, H15)	[illegible]	[illegible]
D91	Differential, Sure Grip	All	[illegible]	[illegible]
P41	Door Locks, [illegible]	2 door	[illegible]	[illegible]
		4 door	[illegible]	[illegible]
N[illegible]	Emission Control, Fuel Tank	All [illegible]	[illegible]	[illegible]
[illegible]	[illegible] Front & Rear	All	[illegible]	[illegible]
G11	Glass, [illegible]	All	[illegible]	[illegible]
H15	[illegible] w/Deflector	All (NA w/H[illegible], H51)	[illegible]	[illegible]
L41	Lighting [illegible]	All	[illegible]	[illegible]
C[illegible]	Mats, Carpet Protection	All	[illegible]	[illegible]
G31	Mirror, [illegible] Manual	All	[illegible]	[illegible]
	Moldings, [illegible] Side	All	[illegible]	[illegible]
M05	Protection, [illegible]	2 door	[illegible]	[illegible]
		4 door	[illegible]	[illegible]
R13	Radio: Golden Touch Tuner AM w/Pwr. Antenna, Rear Speaker	All	[illegible]	[illegible]
R23	Golden Touch Tuner, AM-FM w/Pwr. Antenna, Rear Speaker	All	[illegible]	[illegible]
R37	Stereo AM-FM, w/Pwr. Antenna, Stereo Speakers, Stereo Tape Player	All	[illegible]	[illegible]
P25	Seats: 6-way Power: Driver Only	Le Baron 4-door	[illegible]	[illegible]
P23	Driver and Pass.	Le Baron [illegible] 2-door	[illegible]	[illegible]
P21	Bench	All [illegible] 4-door	[illegible]	[illegible]
	Bucket	Le Baron 2-door [illegible]	[illegible]	[illegible]
S61	Steering Wheel, Tilt-A-Scope	All	[illegible]	[illegible]
U55	Tires: 78-15 whitewall, 2 Ring	All	[illegible]	[illegible]
	Trim: Leather	4-door hardtop	[illegible]	[illegible]
	Vinyl Roof	Crown (std. Le Baron)	[illegible]	[illegible]
P45	Trunk Lid Release, Remote Control	All	[illegible]	[illegible]
P33	Windows, Power Vent	All (NA 2-door)	[illegible]	[illegible]

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1970 LINCOLN CONTINENTAL

STANDARD EQUIPMENT

Armrests, folding center front & [illegible] [illegible] system w/warning light, clock, electric, [illegible], [illegible] [illegible] [illegible] headlamps, [illegible] [illegible] [illegible] seat belt [illegible] [illegible] [illegible] [illegible] [illegible] lights [illegible] [illegible] [illegible] seat, [illegible] [illegible] seat belts, front & rear [illegible] [illegible] [illegible] transmission, [illegible] [illegible] automatic, [illegible] [illegible] shoulder belts [illegible] windshield washers and concealed 2-speed [illegible] electric wipers [illegible] Flow-Thru ventilation system, rear lamp monitor system, spare tire cover, Michelin 225R15 blackwall tires, Sure-Track brake system.

MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
Coupe	105.00	4703.00	6031.00
Sedan	105.00	4[illegible]	6316.00
Continental Mark III	105.00	6444.00	7[illegible]

ACCESSORIES

ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
Appearance Protection Group	[illegible] exc. Mark III	30.75	[illegible]
[illegible] plate frames, spare [illegible]	Mark III	20.50	26.[illegible]
	[illegible]	33.62	[illegible]
Air Conditioner: Auto. Control	All [illegible]	400.[illegible]	5[illegible]
Man. Control	All [illegible]	39[illegible].77	503.70
Brakes, Sure-Track	All exc. Mark III (NA on 3.00:1 axle w/Traction-Lok differential)	120.1[illegible]	[illegible]
Cross Country Ride Pkg.	All exc. Mark III	1[illegible]	17.10
Deck Lid Release, Remote	Mark III	31.77	[illegible]
Defogger, Rear Window	All (NA w/[illegible])	20.50	[illegible]
Defrost, Rear Window	All (NA w/[illegible])	66.02	[illegible]
Differential, Traction-Lok	All (NA w/[illegible] on 3.00:1 axle)	44.07	50.[illegible]
Door Locks, Power	Mark III	3[illegible]	47.[illegible]
Emission Control, [illegible]	All [illegible], NA elsewhere)	2[illegible].72	[illegible]
[illegible]	All [illegible]	[illegible]	5[illegible]
Headlamp Dimmer, Auto.	All	[illegible].97	[illegible]
Interior, Trim Opt.	All exc. Mark III	[illegible].11	216.[illegible]
[illegible] instrument panel applique, napped nylon [illegible]			
Paint, Moondust	All	102.[illegible]	131.20
Power Lock Protection Group	All exc. Mark III	69.70	59.20
[illegible]			
Radio: AM w/Stereo Tape [illegible]	All [illegible]	1[illegible].67	151.[illegible]
[illegible]	All [illegible]	2[illegible]	2[illegible]
AM/FM Stereo	All [illegible]	2[illegible].73	[illegible]
Ride Leveler, Automatic	All exc. Mark III	7[illegible]	97.[illegible]
Roof, [illegible]	All exc. Mark III	11[illegible]	152.[illegible]
Seats: Contour [illegible]			
Power Left, 2-way Power Right	All exc. Mark III (incl. recliner)	210.[illegible]	2[illegible]
	All exc. Mark III w/o recliner)	172.10	2[illegible]
6-way Power	All [illegible] exc. Mark III	69.70	[illegible]
	Mark III	1[illegible].12	1[illegible]
6-way Power w. Pass. Recliner	All [illegible] exc. Mark III	[illegible]	1[illegible]
	Mark III	[illegible]	2[illegible]
Speed Control	All	7[illegible]	[illegible]
Steering Wheel, Tilt	All	5[illegible].[illegible]7	[illegible]
Sun Roof, Power	Mark III	35[illegible].73	4[illegible]
Tires, 9.15-15 [illegible]	All	31.77	[illegible]
225R15 WSW Michelin	Mark III	31.77	[illegible]
Trim, Leather & Vinyl	All exc. Mark III	120.[illegible]	157.[illegible]
	Mark III	12[illegible].1[illegible]	1[illegible]
Wheel Covers, Luxury	All exc. Mark III	4[illegible]	5[illegible]
Windshield Wipers, Intermittent	All exc. Mark III	20.50	26.[illegible]

MERCURY 1970

STANDARD EQUIPMENT

Basic Equipment on All Mercury Passenger Cars: [illegible] [illegible] washers and 2-speed wipers, [illegible]

MONTEGO

Montego Series: Basic equipment plus 6-cyl. 250 engine, E78-14 tires, [illegible]

Montego MX Series: All of the above, plus [illegible] [illegible] E78-14 tires [illegible]

Montego MX Brougham Series: All of the above [illegible]

Cyclone Series: [illegible] G70-14 tires, [illegible] GT has V-8 351 [illegible] Spoiler has V-8 429 Ram Air 370 h.p. engine, 4-speed transmission, G70-14 tires [illegible] bucket seats, instrument cluster.

COUGAR

Cougar: Basic equipment plus V-8 351 engine w/2-bbl. carb., E78-14 tires, [illegible] bucket seats, floor shift, [illegible]

XR-7 Series: All of the above, plus [illegible] [illegible] indicator and rocker switches, walnut-tone applique, XR-7 [illegible] exterior identification.

MERCURY

Monterey: Basic equipment plus [illegible] V-8 390 engine w/2-bbl. [illegible] [illegible]

Monterey Custom: [illegible]

Marauder: [illegible] Monterey [illegible]

Marquis: [illegible] 15 tires.

Marquis Brougham: [illegible]

Wagon Series: [illegible]

GROUP CODE	MODELS	[illegible]	[illegible]	[illegible]
MONTECO	MONTEGO SERIES			
	Sedan	[illegible]	[illegible]	[illegible]
	Hardtop 2-door	[illegible]	[illegible]	[illegible]
	MONTEGO MX SERIES			
	Sedan	[illegible]	[illegible]	[illegible]
	Hardtop 2-door	[illegible]	[illegible]	[illegible]
	Wagon	[illegible]	[illegible]	[illegible]
	MONTEGO MX BROUGHAM SERIES			
	Sedan	[illegible]	[illegible]	[illegible]
	Hardtop 2-door	[illegible]	[illegible]	[illegible]
	4-door	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]
	CYCLONE SERIES			
	Hardtop	[illegible]	[illegible]	[illegible]
	Hardtop GT	[illegible]	[illegible]	[illegible]
	Hardtop Spoiler	[illegible]	[illegible]	[illegible]
COUGAR	STANDARD SERIES			
	Hardtop	[illegible]	[illegible]	[illegible]
	Convertible	[illegible]	[illegible]	[illegible]
	XR-7 SERIES			
	Hardtop	[illegible]	[illegible]	[illegible]
	Convertible	[illegible]	[illegible]	[illegible]
MERCURY	MONTEREY SERIES			
	Sedan	[illegible]	[illegible]	[illegible]
	Hardtop 2-door	[illegible]	[illegible]	[illegible]
	4-door	[illegible]	[illegible]	[illegible]
	Convertible	[illegible]	[illegible]	[illegible]
	MONTEREY CUSTOM SERIES			
	Sedan	[illegible]	[illegible]	[illegible]
	Hardtop 2-door	[illegible]	[illegible]	[illegible]
	4-door	[illegible]	[illegible]	[illegible]
	MARAUDER SERIES			
	Hardtop	[illegible]	[illegible]	[illegible]
	MARAUDER X-100 SERIES			
	Hardtop	[illegible]	[illegible]	[illegible]

GROUP CODE	MODELS	FREIGHT	COST	SUGGESTED RETAIL
	MARQUIS SERIES			
	Sedan	93.00	[illegible]	4145.00
	Hardtop: 2-door	93.00	[illegible]	[illegible]
	4-door	93.00	[illegible]	4278.00
	Convertible	93.00	3552.00	4416.00
	MARQUIS BROUGHAM SERIES			
	Sedan	93.00	[illegible]	4400.00
	Hardtop: 2-door	93.00	[illegible]	4521.00
	4-door	93.00	[illegible]	4593.00
	WAGON SERIES			
	Monterey	98.00	[illegible]	3760.00
	Marquis	98.00	[illegible]	4020.00
	Marquis Colony Park	98.00	3401.00	4221.00

ADD FOR STANDARD V-8 ENG. (6 cyl. Montego) 86.00 105.00

STANDARD V-8 (Montego, Cougar) is 302 2-bbl., 210 h.p.

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	COST	SUGGESTED RETAIL
	Appearance Protection Group	2-door ex. Cougar	20.19	25.50
		4-door	23.57	29.80
		Cougar	24.59	31.10
	CJ 428 Engine	Cougar	245.90	310.00
	Competition Handling Pkg.	Cougar w/351 engine	24.59	31.10
		Marauder, Marauder X-100	24.59	31.10
	Cooling Package, HD	[illegible]	28.[illegible]	[illegible]
		[illegible]	6.15	7.[illegible]
		C[illegible] eng.	3.07	3.[illegible]
	Courtesy Light Group	[illegible]	15.37	19.[illegible]
		C[illegible] XR-7)	15.37	19.50
	Cross Country Ride Pkg.	Montego group ex. Cyclone GT	7.17	9.10
		Mercury group	18.45	23.40
	Decor Group	[illegible] Pkg.	71.72	90.70
		[illegible] Pkg.	55.33	70.00
		[illegible]	45.00	57.10
	Drag-Pak	Cyclone ex. Spoiler, Cougar	122.05	155.50
		Cyclone Spoiler	72.75	92.00
	Eliminator Package	Cougar hardtop (NA std. V-8)	102.46	129.60
	Instrumentation Group	Montego group (std. Spoiler)	61.48	77.80
	Marauder Appearance Group	Marauder	45.00	57.10
	Ram Air Induction	Cougar, Cyclone, Cyclone GT	51.20	64.80
	Super Drag-Pak	Cyclone ex. Spoiler, Cougar	163.64	207.20
		Cyclone Spoiler	113.73	143.00
	Trailer Towing Pkg.	Mercury group w/air cond.	119.[illegible]	151.00
		Mercury group w/o air cond.	126.03	159.40
	Visual Safety Check Panel	Cougar (std. XR-7, Console req. w/air cond.)	20.40	25.90
	Air Conditioner, [illegible]	[illegible] (NA 6 cyl. [illegible] or 429 eng.)	307.[illegible]	388.[illegible]
		Cougar (NA [illegible] 302 or CJ 428 eng. w/man. trans.)	297.14	375.70
		[illegible]	333.00	421.00

GROUP CODE	MODELS			
	Alternator: 55 amp.	Mercury group (std. w/AC)	[illegible]	[illegible]
		Montego group	[illegible]	[illegible]
	65 amp.	Mercury group (NA w/AC)	[illegible]	[illegible]
	Antenna, Power	Mercury group ex. Marauder, Marauder X-100	[illegible]	[illegible]
	Automatic Seat, Back Release	2-door ex. Montego group	[illegible]	[illegible]
	Axle: High Performance	All	[illegible]	[illegible]
	Traction-Lok: Basic	Cougar, Montego group ex. Spoiler	[illegible]	[illegible]
		Mercury group	[illegible]	[illegible]
	HD	Cougar, Montego group std. Spoiler	[illegible]	[illegible]
63-1	Battery, Heavy-Duty	All std. Mar. X-100, Marquis, Marq. B'ham.	[illegible]	[illegible]
	Belts, Deluxe: Seat	Cougar, Montego group convs.	[illegible]	[illegible]
	Seat & Shoulder	All	[illegible]	[illegible]
55-2	Brakes, Power Disc, Front	Montego group, Cougar	[illegible]	[illegible]
		Mercury group	[illegible]	[illegible]
	Carpeted Load Floor	Mercury wagon	[illegible]	[illegible]
47-2	Clock, Electric	Monterey, Monterey Custom, Marauder, Cougar (NA XR-7), Montego group, Monterey & Marquis wagons	[illegible]	[illegible]
	Concealed Headlights	Spoiler	[illegible]	[illegible]
53-8	Console, Sports	Montego group w/bucket seats	[illegible]	[illegible]
		Cougar w/bucket seats	[illegible]	[illegible]
55-2	Deck Lid Release, Remote	Mercury group (NA wagon)	[illegible]	[illegible]
53-7	Defogger, Rear Window	All (NA conv., wagon)	[illegible]	[illegible]
	Defroster, Elec. Rear Window	Mercury group (NA conv., wagon)	[illegible]	[illegible]
64-4	Door Locks, Power	Mercury group 2-door	[illegible]	[illegible]
		Mercury group 4-door	[illegible]	[illegible]
		Mercury group wagon	[illegible]	[illegible]
	Engines: (In addition to std. V-8)			
	8 cyl. Boss 302 eng.	Cougar	[illegible]	[illegible]
	8 cyl. 351 w/2 bbl. carb.	[illegible]	[illegible]	[illegible]
	8 cyl. 351 w/4 bbl. carb.	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
	8 cyl. CJ 428 w/4 bbl. carb.	Cougar	[illegible]	[illegible]
	8 cyl. 429 w/2 bbl. carb.	Monterey, Monterey Custom, Marauder	[illegible]	[illegible]
	8 cyl. 429 w/4 bbl. carb.	Monterey, Monterey Custom, Marauder	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible] Cyclone, GT, Spoiler	[illegible]	[illegible]
	8 cyl. CJ 429 w/4 bbl. carb.	Cyclone GT	[illegible]	[illegible]
		Cougar	[illegible]	[illegible]
	Evaporative Emission Control	[illegible]	[illegible]	[illegible]
	Floor Mats	[illegible]	[illegible]	[illegible]
60-2	Glass, Tinted, All Windows	Montego group	[illegible]	[illegible]
		Cougar	[illegible]	[illegible]
		Mercury group	[illegible]	[illegible]
64-G	Guards, Door Edge	[illegible] 2-door	[illegible]	[illegible]
		[illegible] 4-door	[illegible]	[illegible]
	Lock, Single Key System	[illegible]	[illegible]	[illegible]
51-P	Luggage Carrier:	Mercury wagon (std. Colony Park)	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		Montego MX wagon	[illegible]	[illegible]
	W/Air Deflector	Mercury group wagon ex. Colony Park	[illegible]	[illegible]
		Colony Park	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		Montego MX	[illegible]	[illegible]
	Mirror: Left Remote Control	All ex. Cougar XR-7	[illegible]	[illegible]
	Left Racing Remote Control	Cougar, Montego group (std. XR-7, GT, Spoiler)	[illegible]	[illegible]
	Right Racing Manual	Montego group (std. GT, Spoiler)	[illegible]	[illegible]
	Molding, Body Side	Monterey	[illegible]	[illegible]
		Montego, Brougham (incl. vinyl insert [illegible])	[illegible]	[illegible]
	Paint: Two-Tone	Cougar	[illegible]	[illegible]
		Mercury group ex. conv., Marauder, [illegible] X-100, Colony Park	[illegible]	[illegible]
	Two-Tone Matte	Marauder	[illegible]	[illegible]

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MERCURY
1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
58-2	**Radio:** AM Push Button	Montego group, Cougar	48.16	[illegible]
		Mercury group	50.21	63.50
58-6	AM w/Stereo Tape System	Cougar (NA w/AM-FM radio)	154.72	[illegible]
		Mercury group (NA w/AM-FM radio)	156.75	[illegible]
58-3	AM-FM Stereo	Montego group, Cougar	[illegible]	211.[illegible]
		Mercury group	[illegible]	23[illegible]
59-2	Dual Rear Speakers	Montego group (NA convertible, wagon)	21.52	27.[illegible]
		Mercury group (std. w/AM radio/stereo tape system)	21.52	27.30
	Single Rear Speaker	Cougar [illegible]	12.[illegible]	15.[illegible]
	Ride Control, Automatic	Mercury group	[illegible]	71.[illegible]
	Roof: Sun	Montego group 2 door hardtop	297.14	375.[illegible]
	Sun w/Vinyl	Cougar	363.73	45[illegible]
23	Vinyl (Oxford) [illegible]	Cougar [illegible]	70.70	[illegible]
		Montego group [illegible] wagon	[illegible]	[illegible]
		Mercury group (std. Marquis Brougham)	91.10	11[illegible]
		Mercury group [illegible] wagon	112.71	14[illegible]
	Seats: Bucket	[illegible] 2 door & conv., Cyclone	94.26	11[illegible]
	Bucket w/Console	[illegible]	[illegible]	20[illegible]
	[illegible]	Mercury group [illegible] wagon	71.73	[illegible]
54-2	[illegible]	[illegible] GT or Spoiler	[illegible]	7[illegible]
	[illegible]	Mercury group ex. Monterey Custom	32.70	41.30
54-2	6 Way Power [illegible]	Mercury group (NA w/Twin-Comfort Lounge)	78.90	[illegible]
	6 Way Power [illegible]			
	[illegible]	[illegible] Marquis	65.60	81.[illegible]
	[illegible]	[illegible] Marquis	13[illegible]	[illegible]
54-3	Twin [illegible]	[illegible]	52.21	[illegible]
	Twin Comfort Lounge	[illegible]	61.[illegible]	77.[illegible]
		[illegible] (incl. dlx. int. trim)	12[illegible]	16[illegible]
56-1	**Speed Control**	[illegible] automatic transmission	50.21	63.[illegible]
55-F	**Steering, Power**	[illegible]	82.[illegible]	104.[illegible]
		[illegible]	91.15	115.[illegible]
	Steering Wheel: Rim Blow	[illegible] Montego group ex. Cyclone GT, Spoiler	27.67	35.[illegible]
		[illegible] Marquis [illegible]	15.37	[illegible]
	Tilt	Cougar, Mercury group (power steering, auto. trans. req.)	35.86	45.40

TIRES

Montego group:			
[illegible] E78-14 as standard (Montego 6 cyl., V-8 302 eng.):			
[illegible]		24.[illegible]	[illegible]
[illegible]		30.94	[illegible]
[illegible]		51.23	[illegible]
[illegible] letters		[illegible]	[illegible]
[illegible]		[illegible]	[illegible]
[illegible] letters		75.[illegible]	[illegible]
[illegible] as standard (Montego w/351 eng. [illegible]			
[illegible]		24.[illegible]	[illegible]
[illegible]		30.94	[illegible]
[illegible]		[illegible]	[illegible]
[illegible] letters		47.13	[illegible]
[illegible]		51.23	[illegible]
[illegible]		61.48	77.[illegible]
[illegible] 14 as standard (Montego, MX w/429 eng. [illegible]			
[illegible]		2[illegible]	[illegible]
[illegible]		[illegible]	[illegible]
[illegible]		47.1[illegible]	[illegible]
[illegible] 14 as standard (Cyclone GT w/351 eng.):			
[illegible]		4.10	5.20
[illegible] letters		10.25	[illegible]
[illegible] 14 as standard (Cyclone ex. GT, Spoiler) [illegible]			
[illegible] letters		14.35	[illegible].20

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
	Tires, Cont'd.			
	Cougar:		[illegible]	[illegible]
	E78-14 whitewall		[illegible]	[illegible]
	F70-14 whitewall		[illegible]	[illegible]
	F70-14 blackwall w/white letters (w/E78-14 as std.)		[illegible]	[illegible]
	F70-14 blackwall w/white letters (w/F70-14 as std.)		[illegible]	[illegible]
	Space Saver Spare		[illegible]	[illegible]
	Mercury group:			
	Extra charge for models w/G78-15 as standard (All ex. w/429 eng. and air cond., 4 door hardtop or wagon):			
	G78-15 whitewall		[illegible]	[illegible]
	H78-15 whitewall		[illegible]	[illegible]
	H70-15 whitewall		[illegible]	[illegible]
	Extra charge for models w/H78-15 as standard (4 door hardtop, wagon or w/429 eng. and air cond.):			
	H78-15 whitewall		[illegible]	[illegible]
	H70-15 whitewall (NA wagon)		[illegible]	[illegible]
	Transmission: 4 Speed Manual	Montego series or Cyclone GT w/351 or 429 eng.	[illegible]	[illegible]
		Cougar	[illegible]	[illegible]
44-W	Select-Shift Merc-O-Matic	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
	Trim: [illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]
	Ventilation, [illegible]	[illegible]	[illegible]	[illegible]
	Wheel Covers: [illegible]	[illegible]	[illegible]	[illegible]
	Luxury	[illegible]	[illegible]	[illegible]
	Rallye	[illegible]	[illegible]	[illegible]
	Wire	[illegible]	[illegible]	[illegible]
	Wheels: Styled Aluminum	[illegible]	[illegible]	[illegible]
	Styled Steel	[illegible]	[illegible]	[illegible]
52-1	**Windows:** Power	[illegible]	[illegible]	[illegible]
32-2	Power Tailgate	[illegible] wagon	[illegible]	[illegible]
59-4	**Windshield Wipers,** Interval Selector	All	[illegible]	[illegible]

THE · NADCOR · SYSTEM
AN AUTOMOBILE CONSUMER [illegible]

1970 OLDSMOBILE

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: [illegible] dual master cylinder [illegible] directional signal w/lane change [illegible] lights, backup & side marker, [illegible] inside [illegible] seat back latches, windshield washers & dual speed wipers; shoulder belts; head restraints; fiberglass belted tires.

F-85

F-85 [illegible] equipment plus 6 cyl. 250 155 h.p. engine; parking brake signal light; F78-14 tires (8 cyl. has G78-14).

Cutlass [illegible] equipment plus [illegible] deluxe steering wheel. Cutlass "S" [illegible] foam padded front seat. Wagon [illegible]

Cutlass Supreme [illegible] 8 cyl. 310 h.p. 350 engine; custom sport seat on Holiday Sedan, Strato [illegible] Sports Coupe.

4-4-2 [illegible] 3 speed manual transmission; hood [illegible] foam padded front bench seat; [illegible] shock absorbers & stabilizers; [illegible] F70-14 tires.

Vista-Cruiser [illegible] equipment plus 8 cyl. 350 250 h.p. engine; [illegible] tinted Vista roof; tires H78-14; carpeting; front luggage [illegible] wheel; deluxe visors; padded second seat.

OLDSMOBILE [illegible]

Delta 88 [illegible] equipment plus carpeting; 8 cyl. 250 h.p. engine; parking brake signal light; tires, H78-15; wheel discs; steer- [illegible]

Delta Custom 88 [illegible] Delta 88 equipment plus 8 cyl. 455 310 h.p. engine; lights, glove box and courtesy; seat, foam [illegible]

Delta [illegible] cloth and vinyl interior [illegible]

Delta [illegible] glove box and courtesy; Ninety Eight [illegible] Holiday Sedan; foam padded front seat. [illegible]

Toronado [illegible] foam padded front seat; 8 cyl. 375 h.p. [illegible] 4-D Drive; steering wheel; [illegible] tires J78-15.

GROUP CODE	MODELS	FREIGHT	[illegible]	[illegible]
F-85	F-85 SERIES			
3177	Coupe [illegible]	74.00	2300.57	2700.00
	CUTLASS SERIES			
3069	[illegible]	74.00	2713.50	2911.00
3569	[illegible]	74.00	[illegible]	3042.00
3177	Coupe [illegible]	71.00	[illegible]	[illegible]
[illegible]	[illegible]	71.00	[illegible]	[illegible]
3535	[illegible]	76.00	[illegible]	[illegible]
	CUTLASS SUPREME SERIES V8			
[illegible]	[illegible]	74.00	[illegible]	[illegible]
[illegible]	[illegible]	74.00	[illegible]	[illegible]
[illegible]	[illegible]	76.00	[illegible]	3111.00
	4-4-2 SERIES V8			
4477	Coupe [illegible]	74.00	[illegible]	3376.00
[illegible]	[illegible]	74.00	[illegible]	[illegible]
[illegible]	[illegible]	76.00	3117.21	3543.00
	VISTA CRUISER SERIES V8			
[illegible]	[illegible]	75.00	3121.26	3540.00
[illegible]	[illegible]	76.00	3237.[illegible]	3700.00
OLDSMOBILE	DELTA 88 SERIES			
[illegible]	[illegible]	102.00	2700.03	[illegible]
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	102.00	[illegible]	[illegible]
5467	[illegible]	102.00	3072.43	[illegible]
	DELTA CUSTOM 88 SERIES			
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	102.00	3025.57	[illegible]
	DELTA 88 ROYALE			
[illegible]	[illegible]	102.00	[illegible]	[illegible]
	NINETY EIGHT SERIES			
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	102.00	[illegible]	[illegible]
[illegible]	[illegible]	105.00	4021.22	5010.00
	TORONADO SERIES			
9487	Toronado	102.00	4130.45	5125.00
	ADD FOR STD. V8 ENGINE [illegible]	—	90.05	111.00

OLDSMOBILE
1970 ACCESSORIES

THE · NADCOR · SYSTEM

CODE	ACCESSORIES & EQUIPMENT	MODEL APPLICABILITY	[illegible]	[illegible]
Y71	Delta Custom Trim Split foam cushions, notch back front seat, [illegible] deluxe front armrests, carpeted [illegible] panels, rear quarter lamp.	Delta 88 coupe w/o Y67 Int. Equip.	[illegible]	[illegible]
		Delta 88 Holiday [illegible] w/o Y67	[illegible]	[illegible]
		Delta 88 Town sedan w/o Y67	[illegible]	[illegible]
		Delta 88 [illegible] & [illegible] w Y67	[illegible]	[illegible]
		Delta 88 Town sedan w Y67	[illegible]	[illegible]
D15	Interior Decor, Deluxe Brite door & quarter armrest back plates.	Cutlass "S" [illegible]	[illegible]	[illegible]
		Cutlass "S" [illegible]	[illegible]	[illegible]
Y67	Interior Equipment, Deluxe	Delta 88 Holiday [illegible]	[illegible]	[illegible]
		Delta 88 Holiday [illegible]	[illegible]	[illegible]
		Delta 88 Town [illegible]	[illegible]	[illegible]
		Delta 88 convertible	[illegible]	[illegible]
Y60	Mirror & Light Package [illegible] w/Accessory Groups 1 & 2) Ash tray [illegible] glove box [illegible] console [illegible] under hood lights, mirror [illegible] courtesy & warning door light (Toronado).	F-85 group ex. Cutlass Supreme	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible] Cutlass Supreme coupe	[illegible]	[illegible]
		Cutlass Supreme sedan	[illegible]	[illegible]
		Cutlass Supreme & 4-4-2 conv.	[illegible]	[illegible]
		Delta 88 ex. conv.	[illegible]	[illegible]
		Delta 88 conv., Delta Custom 88 series	[illegible]	[illegible]
		Delta 88 Royale, Ninety Eight, Toronado w/o Cust. Int. Trim	[illegible]	[illegible]
		Toronado w/Trim	[illegible]	[illegible]
W32	Performance Engine Package [illegible]	Cutlass Supreme ex. sedan	[illegible]	[illegible]
W34	Performance Package [illegible] dual exhaust	Toronado	[illegible]	[illegible]
Y79	Performance Package	Cutlass Supreme [illegible]	[illegible]	[illegible]
W30	[illegible] Machine	4-4-2	[illegible]	[illegible]
W31	[illegible]	8 cyl. F-85 & [illegible]	[illegible]	[illegible]
C60	Air Conditioner, Four Season	[illegible]	[illegible]	[illegible]
C61	Comfortron	[illegible]	[illegible]	[illegible]
C51	Air Deflector, Rear Window	[illegible]	[illegible]	[illegible]
G80	Axle, Rear, Anti-Spin	[illegible]	[illegible]	[illegible]
T60	Battery, Special	[illegible]	[illegible]	[illegible]
AR5	Belts: Shoulder, Deluxe Front	[illegible]	[illegible]	[illegible]
AS4	Deluxe Rear	[illegible]	[illegible]	[illegible]
AS1	Standard Front	[illegible]	[illegible]	[illegible]
AS5	Standard Rear	[illegible]	[illegible]	[illegible]
A39	Seat: Deluxe Front & Rear Including retractors.	F-85 group [illegible]	[illegible]	[illegible]
		Conv. [illegible]	[illegible]	[illegible]
AK1	Deluxe Front & Rear Seat and Rear Shoulder	F-85 group [illegible]	[illegible]	[illegible]
		Cutlass [illegible] 4-4-2 [illegible]	[illegible]	[illegible]
		Cutlass Supreme [illegible]	[illegible]	[illegible]
J50	Brakes: Power	3 seat Vista Cruiser [illegible]	[illegible]	[illegible]
		F-85 group ex. 4-4-2, Vista Cruiser	[illegible]	[illegible]
JL2	Power Disc, Front	F-85 group w/o W35 [illegible]	[illegible]	[illegible]
		Oldsmobile group ex. Ninety Eight, Toronado	[illegible]	[illegible]
		4-4-2 w/W30 Machine	[illegible]	[illegible]

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THE · NADCOR · SYSTEM
AN AUTOMOBILE CONSUMER [illegible]

OLDSMOBILE
1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
B30	Carpeting: [illegible]	[illegible]	15.40	[illegible]
B39	Cargo Area	Wagon, Vista Cruisers	12.00	15.80
V55	Carrier, Luggage	Wagon, Vista Cruisers	40.00	63.10
U35	Clock, Electric	All (ex. Delta 88 Royale, Ninety-Eight, Toro.)	13.33	16.[illegible]
D55	Console: Sports (Bucket Seats Req.)	Cutlass, Cutlass Supreme, 4-4-2 ex. sedans	48.33	61.00
		Toronado w/ Bucket Seats	39.[illegible]	50.55
W26	Sports w/Hurst Shifter	Cutlass, Cutlass Supreme, 4-4-2 ex. sedans	60.[illegible]	76.08
K30	Cruise Control, Automatic	F-85 group (NA 6 cylinder)	45.83	57.93
	[illegible]	Oldsmobile group	40.99	63.10
C50	Defogger: Rear Window	F-85 group ex. conv.	20.83	26.33
C49	Rear Window Electric	Oldsmobile group ex. conv.	41.[illegible]	52.[illegible]
AU3	Door Locks: Power, All Doors	All 2 door	35.41	44.76
		All 4 door	54.16	68.46
AU5	Pwr. w/Seat [illegible]	2 door	54.16	68.46
	Engine: (In Addition To Cost Of Applicable Standard V-8)			
L65	V-8 350 w/2 bbl. Carb.	Cutlass Supreme	(26.66)	(33.70)
L74	V-8 350 H.C. w/4-bbl. Carb.	8 cyl. F-85 group ex. Cutlass Supreme, 4-4-2	37.40	47.30
L30	V-8 455 w/2 bbl. Carb.	Delta 88	95.82	121.12
L31	V-8 455 H.C. w/4-bbl. Carb.	Delta 88	133.31	[illegible]
	Automatic transmission req.	[illegible]	140.14	[illegible]
		Delta Custom 88, Delta 88 Royale	37.49	47.[illegible]
L33	V-8 455 H.C. w/4-bbl. Carb.	[illegible] Cutlass	111.65	141.13
		[illegible]	8[illegible]	107.[illegible]
[illegible]72	Engine Cooling, Heavy Duty	[illegible] Toronado	16.[illegible]	21.[illegible]
		[illegible]	45.[illegible]	57.[illegible]
		Toronado w/ [illegible]	4.17	[illegible]
NA9	Evaporative Emission Cont.	[illegible]	29.16	36.[illegible]
N10	Exhausts, Dual	[illegible] wagon, 4-4-2	23.91	30.23
B31	Floor Covering, HD [illegible]	[illegible] Custom 88 sedans	8.33	10.53
B32	Floor Mats: Auxiliary, Front	[illegible] Toronado	5.83	7.37
		Toronado	7.92	10.01
B33	Rear	All ex. Toronado	5.67	7.15
		[illegible]	5.83	7.37
B35	Heavy Duty, Trunk	[illegible] group	6.[illegible]	7.[illegible]
F35	Frame, Heavy Duty [illegible]	[illegible], Toronado	14.[illegible]	18.[illegible]
A01	Glass, Tinted: All [illegible]	[illegible]	[illegible]	[illegible]
		[illegible] group ex. Toronado	34.[illegible]	43.23
		[illegible]	37.[illegible]	47.[illegible]
AA3	Roof, Chrome [illegible]	Vista Cruisers	16.[illegible]	21.[illegible]
A02	Windshield Only	[illegible]	20.[illegible]	26.[illegible]
		[illegible]	23.[illegible]	[illegible]
[illegible]	Harness, Trailer [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	10.[illegible]	[illegible]
T44	Hood Lock [illegible]	[illegible] Toronado	8.33	[illegible]
A25	Induction System, Force Air	[illegible]	124.[illegible]	157.98
		[illegible]	124.[illegible]	157.98
T87	Lights, [illegible]	[illegible] trans. w/col. shift)	29.[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	10.[illegible]	12.64
D33	Mirror [illegible] Control	[illegible]	8.[illegible]	[illegible]
D35	[illegible] Dual	[illegible] group [illegible] conv.	17.50	22.12
	Moldings:			
B84	[illegible] Side	[illegible]	10.00	12.64
B93	Door Edge Guard	2 door	4.19	5.27
		4 door	7.03	[illegible]
B80	Roof Drip	Cutlass ex. Holiday sedan; Delta 88 Holiday coupe, Town sedan (incl. w/vinyl roof on sedans)	10.33	13.09

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
	Moldings, Cont'd.			
B90	Side Window Frame	F-85, Cutlass "S" Sports coupe, [illegible]	[illegible]	21.[illegible]
B85	Side Window Sill	F-85 group coupe ex. F-85, [illegible] Custom 88	[illegible]	[illegible]
M55	Oil Cooler, Auto. Trans. Aux.	All 8 cyl.	[illegible]	[illegible]
D99	Paint: Two-Tone	Wagon, Vista Cruiser	[illegible]	[illegible]
		F-85 group ex. conv., wagon	[illegible]	[illegible]
		Oldsmobile group ex. conv., Toronado	[illegible]	[illegible]
Y66	Two-Tone Special	Wagon, Vista Cruiser	[illegible]	[illegible]
		F-85 group ex. conv., wagon	[illegible]	[illegible]
		Oldsmobile group ex. conv., wagon, Toronado	[illegible]	[illegible]
Y62	Special	All	[illegible]	[illegible]
Y76	Special Firemist	All	[illegible]	[illegible]
Y70	Stripe: Body Side	Toronado, Delta 88, Delta 88 Custom [illegible]	[illegible]	[illegible]
		Ninety-Eight	[illegible]	[illegible]
Y73	Hood	4-4-2, Cutlass "S"	[illegible]	[illegible]
V01	Radiator, Heavy-Duty	8 cyl. F-85 group w/ Force Air Induction ex. Vista Cruiser	[illegible]	21.[illegible]
		4-4-2 w/o Force Air Induction	[illegible]	[illegible]
V02		8 cyl. F-85 group w/ 3.42 axle (NA with [illegible])	[illegible]	[illegible]
U63	Radio: Deluxe Push-button	F-85 group	[illegible]	[illegible]
		Oldsmobile group	[illegible]	[illegible]
U58	AM-FM Stereo	All	[illegible]	[illegible]
U80	Rear Speaker, [illegible]	All [illegible]	[illegible]	[illegible]
U21	Rocket Rally Pac	[illegible]	[illegible]	[illegible]
C08	Roof Covering, Vinyl	[illegible]	[illegible]	[illegible]
U15	Safety Sentinel	All [illegible]	[illegible]	[illegible]
[illegible]	Seats: [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
B50	Front Foam Cushion	[illegible]	[illegible]	[illegible]
A74	Heavy Duty Front & Rear	[illegible]	[illegible]	[illegible]
A51	[illegible] Bucket	[illegible]	[illegible]	[illegible]
	Seat Adjusters:			
A41	4-way [illegible]	[illegible]	[illegible]	70.[illegible]
A46	4-way Power Bucket (Driver)	[illegible]	[illegible]	70.[illegible]
A42	6-way Power Bench	Delta 88 [illegible]	[illegible]	[illegible]
A01	6-way Power Driver	[illegible]	[illegible]	[illegible]
A02	Pass.	[illegible]	[illegible]	[illegible]
F62	Shock Absorbers: Special Front and Rear	All ex. 4-4-2, Toronado	[illegible]	[illegible]
G66	Superlift Rear	All	[illegible]	42.[illegible]
G51	Springs, Heavy-Duty Rear	4-4-2	[illegible]	[illegible]
N47	Steering, Power, Vari-Ratio	F-85 group	[illegible]	[illegible]
		Delta Custom 88, Delta 88 Royale	[illegible]	[illegible]

BEST COPY AVAILABLE

THE · NABCOR · SYSTEM
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OLDSMOBILE
1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
N30	Steering Wheel: Deluxe	F-85	12.50	15.80
N42	Dlx. w/Instant Horn	All ex. F-85	12.50	15.80
		F-85	25.00	31.60
N33	Tilt Away	All (NA man. trans. w/col. shift)	35.[illegible]	45.[illegible]
N37	Tilt & Telescope	Ninety-Eight, Toronado	66.[illegible]	[illegible].26
N34	Custom Sport	[illegible] ex. F-85 series	12.50	15.80
		F-[illegible]	25.00	31.60
U57	Stereo Tape Player	All w/AM/FM [illegible] radio	92.[illegible]	116.[illegible]
	[illegible]	All [illegible] AM/FM stereo radio	105.[illegible]	133.[illegible]
F41	Suspension: Heavy Duty	All ex. 4-4-2	16.66	21.06
F42	Rally	8 cyl. F-85 [illegible] cpe., conv. ex. 4-4-2	14.67	18.54
C08	Tailgate, Drop or Swing	Wagon, Vista-Cruiser	33.33	42.13
P26	Tires: Extra charge for whitewall [illegible]			
	F78-14 whitewall	[illegible]	22.50	28.44
	G78-14 whitewall	6 cyl. [illegible] 8 cyl. F-85 group ex. 4-4-2, Vista-Cruiser	24.16	30.54
	H78-14 whitewall	Vista-Cruiser, [illegible]	26.[illegible]	33.70
	H78-15 whitewall	[illegible] Ninety-Eight, Toronado	26.[illegible]	33.70
	J78-15 whitewall	[illegible]	29.16	[illegible]
PK5	Extra charge for wide oval [illegible] tires w/white letters:			
	G70-14	4-4-2	20.83	26.33
		6 cyl. [illegible]	[illegible]	[illegible]
		8 [illegible] F-85 group coupes, conv.	69.00	[illegible].47
PX8	Extra charge for wide oval [illegible]			
	G70-14	6 [illegible] coupes	60.[illegible]	76.[illegible]
		8 [illegible] group coupes, conv. ex. 4-4-2	[illegible]	62.[illegible]
M14	Transmission: 3-spd. HD Fl. Shift	8 [illegible] group coupes, conv. (std. 4-4-2)	[illegible]	[illegible]
M20,-21	4-[illegible] Floor Shift	8 cyl. F-85 [illegible] conv.	15[illegible]	[illegible]
M38	Turbo Hydra-Matic 350	6 cyl. F-85	[illegible]	[illegible]
		8 cyl. F-85 group ex. 4-4-2	170.[illegible]	20[illegible]
M40	Turbo Hydra-Matic 400	8 [illegible] F-85 grp. ex. F-85, Delta 88, Custom, Royale	180.[illegible]	227.04
Y69	Trim: Custom Interior w/Bucket Seats	T[illegible]	137.[illegible]	173.73
W33	Custom [illegible]	[illegible] cpe., Lux. sedan, h.t.	261.[illegible]	[illegible]
[illegible]	[illegible] Panel	[illegible]	[illegible].33	10.53
A90	Trunk Lid Latch, [illegible]	[illegible] Cruiser	11.[illegible]	14.74
P01	Wheel Discs: (14") [illegible] Std.	[illegible]	16.[illegible]	21.06
P[illegible]2	Deluxe	[illegible]	37.[illegible]	[illegible]7.[illegible]
P03		[illegible] Toronado	25.[illegible]	[illegible]
		[illegible]	31.[illegible]	40.[illegible]
N[illegible]	Wheels: [illegible]	[illegible] Toronado	[illegible]	[illegible]
[illegible]	[illegible]	F[illegible]	58.[illegible]	73.72
P[illegible]	[illegible]	[illegible] Vista-Cruiser	7[illegible]	[illegible]
[illegible]	[illegible]	[illegible] Vista-Cruiser	58.[illegible]	73.72
P02	[illegible] 14" x 7"	[illegible] Vista-Cruiser, 4-4-2	4.17	5.27
P06	Wheel Trim Rings, 15"	[illegible] Wagon, Vista-Cruiser	16.[illegible]	21.06
		[illegible]	14.[illegible]	[illegible].[illegible]3
A31	Windows: Power S[illegible]	F[illegible]	8[illegible]	10[illegible]
		O[illegible] cpe. & sedan, Luxury sedan	87.[illegible]	110.[illegible]
A33	Power T[illegible]	F[illegible] Vista-Cruiser	27.50	34.76
Y78	Windshield Wiper/Washer, Shift Lever Control [illegible]	O[illegible] group (col. shift only)	16.66	21.06

THE · NABCOR · SYSTEM
AN AUTOMOBILE CONSUMER SERVICE

1970 PLYMOU

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: [illegible] padded [illegible] impact absorbing steering column and wheel [illegible] inside windshield washers, electric windshield wipers, 2-speed electric [illegible] head restraints, fiberglass belted tires.

VALIANT

Basic equipment, plus: 6 cyl. 198 engine, rubber floor mats, three speed manual transmission [illegible] Duster 340 has, in addition, V-8 340 engine, heavy duty suspension, E70-14 [illegible]

BARRACUDA

Basic equipment, plus: 6 cyl. 225 engine, E78-15 tires, [illegible] wipers. Cuda has, in addition, 8 cyl. 383 engine w/4-bbl. [illegible] heavy duty brakes. Gran Coupe has, in addition to the standard Barracuda [illegible] interior.

BELVEDERE, FURY

Belvedere Series: Basic equipment, plus: 6 cyl. 225 engine, 3-speed manual transmission [illegible]

Belvedere Road Runner: [illegible]

Belvedere Satellite Series: [illegible]

Belvedere Sport Satellite Series: [illegible]

Belvedere GTX: [illegible]

Fury I Series: [illegible]

Fury II Series: [illegible]

Fury III Series: [illegible]

Sport Fury Series: Basic and Fury [illegible]

[illegible]	MODELS			
VALIANT				
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BARRACUDA	STANDARD SERIES			
B[illegible]	H[illegible]	[illegible]	[illegible]	[illegible]
B[illegible]7	[illegible]	[illegible]	[illegible]	[illegible]
	GRAN COUPE SERIES			
B[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BP27	C[illegible]	[illegible]	[illegible]	[illegible]
	CUDA SERIES			
[illegible]23	H[illegible]	[illegible]	[illegible]	[illegible]
[illegible]27	[illegible]	[illegible]	[illegible]	[illegible]
BELVEDERE	BELVEDERE SERIES			
R[illegible]21	Sedan, 2-door	[illegible]	[illegible]	[illegible]
R[illegible]41	4-door	[illegible]	[illegible]	[illegible]
RL45	Wagon	71[illegible]	[illegible]	[illegible]
	ROAD RUNNER SERIES			
RM21	Coupe	[illegible]	[illegible]	[illegible]
RM23	Hardtop, 2-door	[illegible]	[illegible]	[illegible]
RM27	Convertible	[illegible]	[illegible]	[illegible]
	SATELLITE			
RH41	Sedan	[illegible]	[illegible]	[illegible]
RH23	Hardtop	[illegible]	[illegible]	[illegible]
RH27	Convertible	[illegible]	[illegible]	[illegible]
RH45	Wagon, 2-seat	[illegible]	[illegible]	[illegible]
RH46	3-seat	[illegible]	[illegible]	[illegible]
	SPORT SATELLITE SERIES			
RP23	Hardtop	[illegible]	[illegible]	[illegible]
RP41	Sedan, 4-door	[illegible]	[illegible]	[illegible]
RP45	Wagon, 2-seat	[illegible]	[illegible]	[illegible]
RP46	3-seat	[illegible]	[illegible]	[illegible]
	GTX SERIES			

A 6

GROUP CODE	MODELS	FREIGHT	TOTAL COST	SUGGESTED RETAIL
FURY	FURY I SERIES			
PE21	Sedan 2 door	75.00	2301.10	2665.00
PE41	4 door	75.00	2401.68	2600.00
	FURY II SERIES			
PL21	Sedan 2 door	75.00	2163.03	2972.00
PL41	4 door	75.00	2267.93	2997.00
PL45	Wagon, Suburban 2 seat	80.00	2767.53	3383.00
PL46	3 seat V-8	80.00	2513.40	3598.00
	FURY III SERIES			
PM41	Sedan	75.00	2573.43	3141.00
PM23	Hardtop 2 door	75.00	[illegible] 75	3165.00
PM43	4 door V-8	75.00	2712.03	3321.00
PM29	2 door Formal V-8	75.00	[illegible]	[illegible]
PM27	Convertible V-8	80.00	[illegible]	3195.00
PM45	Wagon, Cust. Sub. 2 seat V-8	80.00	2833.60	3507.00
PM46	3 seat V-8	80.00	2853.40	3633.00
	SPORT FURY SERIES V-8			
PH41	Sedan	75.00	2709.00	3309.00
PH23	Hardtop 2 door	75.00	[illegible]	[illegible]
PH29	2 door Formal	75.00	[illegible]	[illegible]
PH43	4 door	75.00	[illegible] 1.75	[illegible]
PS23	2 door S/23	75.00	2717.03	[illegible]
PP23	2 door GT	75.00	3023.13	3573.00
PH45	Wagon, Sport Sub. 2 seat	80.00	3[illegible].30	3665.00
PH46	3 seat	80.00	3151.43	3884.00
ADD FOR STANDARD V-8 ENG. (6 cyl. only).				
	Valiant group		95.78	111.00
	Barracuda group		83.24	101.00
	Belvedere group		74.23	90.00
	Fury group		82.50	105.00

Standard V-8 engine [illegible] GTX 318 engine, 230 h.p., Road Runner 383 engine, 335 h.p., Cuda 383 eng. [illegible] GTX 440 [illegible]

ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
A36	Air Conditioning Group	[illegible] Fury)	364.55	475.75
A04	Basic Group	[illegible]	61.90	82.50
		[illegible]	70.50	90.50
		[illegible]	134.00	171.55
		[illegible]	140.70	181.15
		[illegible]	141.00	182.50
		[illegible]	136.85	177.20
		[illegible] GT	160.60	205.15
		[illegible] GT	171.15	220.55
		[illegible]	118.00	152.75
A76	Brougham Package	[illegible]		
A22	Custom Sport Trim	[illegible]	59.55	77.10
A55	Custom Trim Package	[illegible] sedan and wagon	18.70	24.20
A21	Deluxe Trim	[illegible]	45.20	58.50
		[illegible]	35.20	45.55
A21	Elastomeric Bumper Pkg.	[illegible] pkg.	62.35	81.50
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
A32	Elastomeric Bumper Pkg.	[illegible] pkg.	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	107.75
		[illegible]	73.30	94.00
		[illegible]	39.30	51.00
A45	Exterior Trim Pkg.	[illegible]		

S15	Extra HD Suspension Pkg.	Barracuda w/340 [illegible]	14.70	[illegible]
		Belvedere w/6 [illegible] tow pkg. [illegible]	20.15	26.70
		Belvedere w/trailer tow pkg. (N.A. Road Runner, wagon)	4.20	5.45
S13	HD Suspension Package	Valiant & Barracuda group	11.40	14.75
		Belvedere ex. wagon; Fury 6 cyl. or 318 eng. ex. wagon	17.00	30.25
		Belvedere wagon; Fury w/383 eng.; Spt. Fury S/23 or wagon	9.00	12.00
A88	Interior Decor Group	Duster	[illegible]	[illegible]
		Valiant sedan	[illegible]	[illegible]
		Duster 340	[illegible]	[illegible]
A01	Light Package	Valiant group	[illegible]	[illegible]
		Barracuda group	[illegible]	[illegible]
		Fury I, II 2 door	[illegible]	[illegible]
		Fury I, II 4 door & 2 seat wagon	[illegible]	[illegible]
		Belvedere group 2 door	[illegible]	[illegible]
		Belvedere group 4 door	[illegible]	[illegible]
		Satellite 3 seat wagon	[illegible]	[illegible]
		Custom Suburban 2 seat wagon	[illegible]	[illegible]
		Fury III 2 door [illegible]	[illegible]	[illegible]
		Fury III conv.	[illegible]	[illegible]
		Fury III 4 door, Sport Suburban, Custom Suburban 3 seat wagon	[illegible]	[illegible]
		Sport Fury	[illegible]	[illegible]
	Performance Axle Packages:			
A36	Performance	Barracuda, Belvedere [illegible]	[illegible]	[illegible]
		Barracuda, GTX [illegible]	7[illegible]	[illegible]
		Barracuda, Road Runner [illegible]	[illegible]	[illegible]
A31	High Performance	Barracuda [illegible]	7[illegible]	[illegible]
A33	Super Performance	Cuda [illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
A33	Track Pak	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	142.[illegible]
A34	Super Track Pak	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
A62	Rallye Cluster Group	[illegible]	[illegible]	[illegible]
		Cuda 340 [illegible]	[illegible]	[illegible]
A87	Road Runner Decor Group	Road Runner [illegible]	[illegible]	[illegible]
A22	Sport Trim	Duster	5[illegible]	[illegible]
A23	Sport Trim—Custom	Duster	71.[illegible]	92.[illegible]
A35	Trailer Towing Package	Valiant [illegible]	40.[illegible]	52.05
		Valiant [illegible]	21.15	27.00
		Duster 340, [illegible]	11.[illegible]	14.00
		[illegible]	45.[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
		Barracuda [illegible] 440	[illegible]	[illegible]
		Fury [illegible]	[illegible]	34.[illegible]

PLYMOUTH
1970 ACCESSORIES

THE · NADCOR · SYSTEM
AN AUTOMOBILE CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
A07	Turnpike Package [illegible]	Belvedere group ex. GTX or Road Runner	102.85	233.[illegible]
H51	Air Conditioner: Single Unit [illegible]	Valiant group (NA 6 cyl. 198 eng.)	281.00	346.55
		Barracuda, Belvedere group (NA w/Air Grabber)	290.00	357.65
		Fury group w/o air cond. pkg. (NA V-8 383 eng. w/man. trans.	296.00	3[illegible]
H53	Single Unit w/Auto. Temp.	Fury group w/o air cond. pkg.	357.00	4[illegible]
		Fury group w/air cond. pkg.	61.05	75.[illegible]
H52	Dual Unit	Fury group [illegible] wagon w/o air cond. pkg.	471.45	581.[illegible]
		Fury group [illegible] wagon w/air cond. pkg.	175.55	216.[illegible]
H54	Dual Unit w/Auto. Temp.	Fury group [illegible] w/o air cond. pkg.	5[illegible]	[illegible]
		Fury group [illegible] w/air cond. pkg.	241.[illegible]	297.[illegible]
M46	Air Scoop Quarter Panel	Barracuda [illegible]	27.[illegible]	[illegible]
N96	Air Grabber [illegible]	Road Runner, GTX	50.65	63.[illegible]
F11	Alternator, [illegible] amp	6 cyl. Valiant w/o air cond.	11.55	14.[illegible]
		All w/air cond. ex. Valiant	8.50	11.[illegible]
N88	Auto. Speed Control [illegible]	[illegible] Belvedere group w/383, 440 eng.	44.75	57.[illegible]
		[illegible]	47.[illegible]	[illegible]
		8 cyl. Fury group	8.00	10.[illegible]
D53	Axle, [illegible] Ratio	All	10.00	12.[illegible]
F23	Battery: [illegible]	Valiant group		
F25	70 amp	Barracuda, Belvedere, Fury groups (std. GTX, 426, 440 eng.)	10.00	12.[illegible]
			10.50	13.75
C15	Belts: Seat, Deluxe	All	20.45	26.[illegible]
C13	Shoulder, 2 Front	[illegible] (all other models)	20.45	26.15
C14	Shoulder, 2 Rear	All [illegible]		
B41	Brakes: Disc Front	[illegible] groups (power [illegible] on Barracuda)	21.55	27.[illegible]
		Belvedere and Fury groups [illegible] & power brakes	21.55	27.[illegible]
B11	Heavy Duty [illegible]	[illegible] Road Runner, GTX, [illegible] (std. Cuda)	17.50	22.[illegible]
			16.95	21.[illegible]
		Fury [illegible]	33.15	42.[illegible]
B51	Power	All	15.65	[illegible]
C92	Cargo Compartment Carpets	[illegible]	10.[illegible]	[illegible]
C92	Carpet Protection Mats	All [illegible] cuda	[illegible]	[illegible]
		[illegible]	14.[illegible]	[illegible]
C93	Carpets	[illegible] wagon, Valiant	3.10	4.[illegible]
J51	Cigarette Lighter	[illegible]	12.7[illegible]	16.[illegible]
J21	Clock, [illegible]	[illegible] Fury grp.	14.[illegible]	15.[illegible]
C16	Console	[illegible] Sport Satellite ex. 4-door sedan, Road Runner	42.05	54.45
		[illegible]	41.20	53.35
		[illegible]	20.[illegible]	26.[illegible]
H31	Defroster, [illegible]	[illegible] Belvedere V-8 426	32.70	42.[illegible]
D91	Differential, [illegible]	[illegible] w/4-spd. man. trans.	37.[illegible]	[illegible]
E24	Engines: [illegible]	Valiant group ex. Duster 340 (NA 4-spd. man. trans.)	20.00	24.65
E61	(In addition [illegible]) [illegible]	[illegible] ex. Road Runner, GTX, Fury group ex. GT	56.55	69.75
			56.55	69.75
		[illegible] (std. Road Runner)	111.[illegible]	137.55
E63	V-8 383 w/4 bbl. carb.	Fury group w/o air cond. pkg. (auto. trans. req.)	111.65	137.55
			111.[illegible]	137.[illegible]
		[illegible] Series)	55.[illegible]	67.[illegible]
E74	V-8 426 [illegible]	[illegible] Road Runner	693.[illegible]	841.[illegible]
		[illegible]	[illegible]	718.[illegible]
		[illegible] Series	700.55	861.[illegible]

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
	Engines, Cont'd.			
E86	V-8 440 w/4 bbl. carb.	Fury [illegible]	[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
E87	V-8 440 w/6-bbl. carb.	Barracuda [illegible] Series	[illegible]	[illegible]
		Road Runner	[illegible]	[illegible]
		GTX	[illegible]	[illegible]
		Sport Fury GT	[illegible]	[illegible]
N95	Evaporative Emission Contr.	All ([illegible] NA [illegible])	[illegible]	[illegible]
N42	Exhaust Trumpets	Road Runner ([illegible] 440 [illegible] GTX NA [illegible])	[illegible]	[illegible]
G15	Glass, Tinted: Windshield Only	Valiant, [illegible]	[illegible]	[illegible]
		Belvedere and Fury groups	[illegible]	[illegible]
G11	All Windows	Valiant, Barracuda groups	[illegible]	[illegible]
		Belvedere group	[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
M31	Guards, Bumper: Front	Fury [illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
M83	Rear	[illegible]	[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
M85	Front & Rear	Fury [illegible]	[illegible]	[illegible]
		Valiant [illegible]	[illegible]	[illegible]
M05	Handles, Assist	Fury [illegible]	[illegible]	[illegible]
L42	Headlight Time Delay	Valiant, Barracuda, Belvedere groups	[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
J31	Horns, Dual	Valiant [illegible], Belvedere [illegible]	[illegible]	[illegible]
J11	Lock: Glove Box	Valiant, Barracuda groups [illegible]	[illegible]	[illegible]
J51	Luggage Compartment	[illegible]	[illegible]	[illegible]
P41	Power Door	Fury [illegible]	[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
M91	Luggage Rack: Roof	Belvedere [illegible] wagon	[illegible]	[illegible]
		Fury [illegible] wagon	[illegible]	[illegible]
	Trunk Lid	Barracuda [illegible]	[illegible]	[illegible]
G31	Mirror: Inside Day/Night	Valiant [illegible]	[illegible]	[illegible]
G33	Outside, Left, Remote [illegible]	All	[illegible]	[illegible]
G31	Outside [illegible]	All	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]
M07	Moldings: [illegible]	[illegible]	[illegible]	[illegible]
M31	Belt Line	[illegible]	[illegible]	[illegible]
	Body Side w/vinyl insert	Barracuda [illegible]	[illegible]	[illegible]
M25	Custom Sill	[illegible]	[illegible]	[illegible]
M05	Door Edge	All [illegible]	[illegible]	[illegible]
M45	Fender Skirts	Fury [illegible]	[illegible]	[illegible]
M21	Roof Drip Rail	[illegible]	[illegible]	[illegible]
M15	Upper Door Frame	[illegible]	[illegible]	[illegible]
M26	Wheel Lip	[illegible]	[illegible]	[illegible]
V21	Paint: Performance Hood	[illegible]	[illegible]	[illegible]
	Sport Stripes	[illegible]	[illegible]	[illegible]
V02	Two-Tone	Barracuda [illegible]	[illegible]	[illegible]
		Valiant [illegible]	[illegible]	[illegible]
		Belvedere and Fury groups	[illegible]	[illegible]

PLYMOUTH
1970 ACCESSORIES

THE · NARCOR · SYSTEM
AN AUTOMOBILE [illegible]

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
[illegible]	Pedal Dress-Up	[illegible] Fury Groups	[illegible]	[illegible]
[illegible]	Pins, [illegible]	[illegible]	11.50	15.00
R11	Radio: Solid State AM	[illegible] Fury, Barracuda Grps. w/Basic Pkg.	47.55	61.65
R13	Solid State AM, Del	Fury [illegible] w/Basic Pkg.	69.95	[illegible]
R22	Solid State AM w/Stereo Tape	Fury [illegible]	22.35	[illegible]
		[illegible] Valiant	151.00	[illegible]
		[illegible] Valiant	104.10	[illegible]
R21	Solid State AM/FM	[illegible] w/o Basic Grp.	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
R35	AM/FM Stereo	[illegible] Fury, [illegible] w/o Basic Grp.	165.00	[illegible]
		[illegible]	94.55	[illegible]
		[illegible]	117.55	152.20
R31	Rear Speaker, Single	[illegible] ex. wagon, conv.; Fury Group ex. wagon	10.85	14.05
R31	Rear Speaker, Dual	[illegible] Fury [illegible] conv.	20.00	25.00
P45	Remote Trunk Release	[illegible]	11.45	[illegible]
	Roof: Vinyl	[illegible] Group ex. conv.	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]
	Seat: [illegible]	[illegible]	[illegible]	[illegible]
	Bench, Vinyl w/Armrest (incl. [illegible] on Valiant)	[illegible] Valiant	[illegible]	77.[illegible]
		[illegible] Duster 340)	[illegible]	[illegible]
		[illegible] Gran Coupe	12.75	16.50
	Bench, Vinyl, 4 Place Style	[illegible] Duster 340)	10.00	12.95
	Bucket, Cloth & Vinyl	[illegible]	(37.25)	(48.05)
		[illegible]	97.05	[illegible]
		[illegible] Duster 340	87.[illegible]	[illegible]
	Bucket, Vinyl	[illegible] Satellite)	77.95	[illegible]
		[illegible] GT)	[illegible]	[illegible]
		[illegible]	96.55	[illegible]
		[illegible]	77.45	100.25
	Bench, Cloth & Vinyl w/Center Armrest	[illegible]	79.90	103.45
	[illegible]	[illegible] Gran Coupe)	91.65	118.90
C21	Center [illegible] & Armrest	[illegible] GTX w/ [illegible]	50.00	64.75
		[illegible]	42.05	54.45
C65	Cushion, [illegible]	[illegible] Fury III, Sport Fury)	6.40	8.30
C62	[illegible]	[illegible] Road Runner, [illegible] wagon	25.70	33.30
[illegible]	[illegible]	[illegible]	77.50	100.35
[illegible]	[illegible]	[illegible]	71.75	92.90
[illegible]	Shaker, [illegible]	[illegible]	75.15	97.30
[illegible]	Shock Absorbers, [illegible]	[illegible] w/V8 440, [illegible]	2.75	3.55
		[illegible] (Std. Road Runner, GTX)	3.75	4.00
[illegible]	Spare Tire, [illegible]	[illegible] conv.)	10.00	[illegible]
[illegible]	Steering: Power	[illegible]	75.35	[illegible]
S77		[illegible]	69.65	[illegible]
		[illegible]	81.25	105.[illegible]
S79	Steering Wheel: Deluxe	[illegible] Fury III, Sport Fury)	4.70	[illegible]
		[illegible]	7.75	10.[illegible]
S83	Rim Blow	[illegible]	22.50	29.[illegible]
		[illegible]	14.85	19.25
		[illegible] Coupe w/o Custom Trim	22.40	29.00
		[illegible] Road Runner [illegible]	14.80	19.15
		[illegible] wagon, Road Runner Coupe w/custom trim	12.40	16.05

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
	Steering Wheel Continued	[illegible]	[illegible]	[illegible]
		Fury [illegible] Fury I, II	[illegible]	[illegible]
		Fury I, II	[illegible]	[illegible]
S62	Tilt A Scope	Fury [illegible]	[illegible]	[illegible]
N96	Shaker Hood	Barracuda [illegible]	[illegible]	[illegible]
N85	Tachometer	8 cyl. Barracuda [illegible] GTX, Duster 340	[illegible]	[illegible]
		Road Runner, GTX	[illegible]	[illegible]
M64	Tailgate Scuff/Step Plate	Fury Group w/[illegible]	[illegible]	[illegible]
P37	Top, Power Conv.	Barracuda [illegible]	[illegible]	[illegible]
D13	Transmission: 3 spd. Manual Floor Mounted (NA w/Trailer Towing)	[illegible] GTX, Valiant [illegible] Duster [illegible]	10.[illegible]	14.[illegible]
D21	4 spd. Manual	Duster 340 (NA w/Trailer Towing [illegible])	102.[illegible]	[illegible]
		Barracuda Group (NA [illegible])	[illegible]	134.[illegible]
		[illegible]	[illegible]	[illegible]
D34	TorqueFlite	6 cyl. [illegible]	[illegible]	[illegible]
		6 cyl. [illegible]	[illegible]	[illegible]
		Barracuda Group [illegible]	[illegible]	[illegible]
		Valiant Group [illegible]	[illegible]	[illegible]
		Belvedere and Fury [illegible]	[illegible]	[illegible]
		Barracuda w/V8 [illegible] Barracuda, Belvedere [illegible]	[illegible]	[illegible]
		All w/[illegible]	[illegible]	[illegible]
	Trim: Vinyl	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
	[illegible] w/Carpets	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
[illegible]	Undercoating, w/[illegible]	[illegible]	[illegible]	[illegible]
	Wheel Covers, [illegible]	[illegible]	[illegible]	[illegible]
W12	Sport, 14"	[illegible]	[illegible]	[illegible]
W15	Wire, 14"	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		Sport [illegible]	[illegible]	[illegible]
W21	Wheels, Road: Chrome Styled	[illegible]	[illegible]	[illegible]
		Sport [illegible]	[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
		Sport Fury [illegible]	[illegible]	[illegible]
		Fury [illegible]	[illegible]	[illegible]
	Rallye	Barracuda [illegible]	[illegible]	[illegible]
		Sport Fury [illegible]	[illegible]	[illegible]
		Fury Group w/[illegible]	[illegible]	[illegible]
		Fury Group [illegible]	[illegible]	[illegible]
P31	Windows: Power	GTX, [illegible]	[illegible]	[illegible]
P35	Power, Tailgate	Wagons [illegible]	[illegible]	[illegible]

A 603

PLYMOUTH
1970 ACCESSORIES

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	DEALER COST	SUGGESTED RETAIL
J26	Window Wiper/Washer, [illegible]	Wagons (power tail[illegible] window req.)	30.35	39.30
J25	Windshield Wipers: 3 speed	Belvedere (std. w/4 bbl. carb.); Fury groups (std. 440 eng. w/6-bbl. carb.)	4.15	5.40
	Variable Speed w/Elec. Washers	Valiant and Barracuda groups	8.20	10.60

TIRES

All tires are fiberglass belted.

Valiant group: Extra [illegible] models w/6.95-14 as standard (6-cyl. & 8-cyl. 318 eng.):

T12	[illegible]	20.45	26.45
T15	G7[illegible] 14 [illegible]	20.45	26.45
T14	G7[illegible] 14 w[illegible]	40.65	52.65
T63	D78 14 [illegible] (min. req. w/trailer towing pkg. or air cond.)	32.25	41.75
T64	D78 14 [illegible]	52.60	68.10
T77	E70 14 [illegible] (HD susp. req.)	48.55	62.90
T74, 75	E7[illegible] 14 [illegible] (HD susp. req.)	68.70	88.95

Extra charge for models w/E70 14 [illegible] as standard (V-8 340 eng.):

T76	E70 14 [illegible] white [illegible]	20.45	26.45

Barracuda group: Extra charge for models w/[illegible] 14 as standard (6-cyl. or 8-cyl. 318 eng.):

T26	E78 14 whitewall	20.45	26.45
T35	F7[illegible] 14 [illegible]	11.90	15.40
T34	F7[illegible] 14 [illegible]	[illegible]	[illegible]
T85	F7[illegible] 14 [illegible] (HD susp. & HD or disc brakes req.)	50.[illegible]	65.[illegible]
T87	F7[illegible] 14 [illegible] (HD susp. & HD or disc brakes req.)	50.30	65.[illegible]

Extra charge for models w/F70 14 as standard (8-cyl. ex. 318 or Cuda):

T34	F7[illegible] 14 [illegible]	22.60	29.25
T35	F7[illegible] 14 [illegible] (HD susp. & HD or disc brakes req.)	38.70	50.10
T87	F70 14 [illegible] (HD susp. & HD [illegible] brakes req.)	38.70	50.10

Extra charge [illegible] F70 14 [illegible] as standard (8-cyl. ex. 440 eng.):

U32	E[illegible] 15 [illegible] white [illegible] (N/A trailer tow. [illegible] or conv. w/440 eng. & [illegible])	37.05	47.95

Belvedere group: Extra charge for models w/E7[illegible] 14 as standard (6-cyl. ex. wagons):

T26	E7[illegible] 14 whitewall	20.45	26.45
T35	F7[illegible] 14 [illegible]	11.90	15.40
T34	F7[illegible] 14 [illegible]	[illegible]	[illegible]
T45	G7[illegible] 14 [illegible]	23.70	30.65
T46	G7[illegible] 14 [illegible]	47.75	61.85

Extra charge [illegible] w/F78 14 as standard (8-cyl. 318 [illegible] 383 eng. ex. wagons):

T34	F78 14 [illegible]	22.60	29.25
T45	G7[illegible] 14 [illegible]	11.90	15.40
T46	G78 14 whitewall	35.65	46.[illegible]
T35	F70 14 [illegible] brakes req.)	38.70	50.10
T87	F70 14 [illegible] (HD [illegible] brakes req.)	38.70	50.10
U34	F[illegible] 15 [illegible] (HD [illegible] or disc brakes req.)	87.45	113.20

Extra ch[illegible] 14 [illegible]:

T46	[illegible] 14 [illegible]	24.20	31.35

Extra charge [illegible] F7[illegible] 14 as standard:

U34	F[illegible] 15 [illegible] whitewall	48.85	63.25

Fury group: Extra charge for models w/F7[illegible] 15 as standard (6-cyl. ex. wagons; Fury I, II w/8-cyl. 31[illegible]):

U13	F7[illegible] 15 whitewall	22.60	29.25
U[illegible]	G[illegible] 15 [illegible] (min. req. w/air cond.)	11.90	15.40
U[illegible]	G7[illegible] 15 [illegible]	35.[illegible]	[illegible]
U35	H7[illegible]	25.[illegible]	33.10
U[illegible]	H7[illegible]	51.[illegible]	67.15
U75	H7[illegible] (HD susp. req.)	67.50	87.[illegible]

Extra charge [illegible] 15 as standard (8-cyl. 3[illegible], 383 eng.):

U24	G7[illegible] 15 whitewall	24.20	31.35
U35	H7[illegible] (min. req. w/Trailer Towing Pkg.)	13.[illegible]	17.[illegible]
U36	H7[illegible]	40.65	51.[illegible]
U75	[illegible]	56.15	72.70

Extra charge [illegible] 440 [illegible] ex. wagon or GT:)

Extra charge [illegible] (8-cyl. 3[illegible] eng.):

U3[illegible]	[illegible]	26.35	34.10
U75	[illegible] (HD susp. req.)	42.40	54.[illegible]

[illegible] as standard (wagons):

U34	[illegible]	20.[illegible]	[illegible]
U37	[illegible] (min. req. w/trailer tow. pkg. or dual air cond.)	21.[illegible]	27.[illegible]
U[illegible]	[illegible]	52.60	68.10

1970 PONTIAC

STANDARD EQUIPMENT

BASIC EQUIPMENT ON ALL SERIES: [illegible] fiberglass belted tires, [illegible] column lock.

TEMPEST

Tempest Series: Basic equipment, plus: engine, 6-cyl. 250 155 h.p., tires, E78-14 [illegible]

LeMans Series: [illegible] Tempest equipment, plus [illegible]

LeMans Sport Series: [illegible]

GTO Series: [illegible] equipment, plus [illegible] 400 [illegible] shifter, engine fan, Power Flex, suspension, heavy duty [illegible]

FIREBIRD

BASIC EQUIPMENT, PLUS: engine, 6-cyl. 175 h.p. OHC, transmission, 3-speed [illegible] 350 [illegible] padded vinyl trim.

PONTIAC

Catalina Series: Basic equipment, plus: carpets, engine, [illegible] 350 [illegible]

Executive Series: [illegible] Catalina equipment, plus: electric clock [illegible]

[illegible]	MODELS	[illegible]	[illegible]	[illegible]
TEMPEST	233 SERIES			
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	LEMANS SERIES			
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Hardtop [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Wagon [illegible]	[illegible]	[illegible]	[illegible]
	LEMANS SPORT SERIES			
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Hardtop [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	C[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	GTO SERIES V-8			
[illegible]	Hardtop [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Convertible	[illegible]	[illegible]	[illegible]
FIREBIRD				
[illegible]	Hardtop Coupe	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PONTIAC	CATALINA SERIES V-8			
[illegible]	Sedan, 4-door	[illegible]	[illegible]	[illegible]
25[illegible]37	Hardtop Coupe	[illegible]	[illegible]	[illegible]
25239	4-door	[illegible]	[illegible]	[illegible]
25267	Convertible	[illegible]	[illegible]	[illegible]
25236	Wagon, 2-seat	[illegible]	[illegible]	[illegible]
25245	3-seat	[illegible]	[illegible]	[illegible]
	EXECUTIVE SERIES V-8			
256[illegible]	Sedan	[illegible]	[illegible]	[illegible]
25[illegible]37	Hardtop Coupe	[illegible]	[illegible]	[illegible]
25[illegible]39	4-door	[illegible]	[illegible]	[illegible]
256[illegible]	Wagon, 2-seat	[illegible]	[illegible]	[illegible]
25646	3-seat	[illegible]	[illegible]	[illegible]
	BONNEVILLE SERIES V-8			
26269	Sedan, 4-door	[illegible]	[illegible]	[illegible]
26237	Hardtop Coupe	[illegible]	[illegible]	[illegible]
26239	4-door	[illegible]	[illegible]	[illegible]
26267	Convertible	[illegible]	[illegible]	[illegible]
26246	Wagon, 3-seat	[illegible]	[illegible]	[illegible]
	GRAND PRIX SERIES V-8			
27657	Hardtop, Coupe	[illegible]	[illegible]	[illegible]

Bonneville Sedan: [illegible] fender skirts, rear speaker grille [illegible] conv.). [illegible] courtesy light.
Grand Prix Series: [illegible] plus bucket seats w/console (strato bench seats N/C option), engine, 8 cyl. [illegible]

CODE	ACCESSORIES & EQUIPMENT	AVAILABILITY	TOTAL COST	[illegible]
321	Basic Group	Tempest group ex LeMans Sport, GTO, wagon	99.10	125.74
		LeMans Sport ex wag, GTO ex w/Ram Air eng	92.40	116.91
		GTO w/Ram Air	84.93	107.83
		[illegible] ons	87.90	[illegible]
		Catalina 4 [illegible]	125.82	[illegible]
		Catalina w [illegible]	114.16	[illegible]
		Catalina conv. or hardtop	119.15	150.?1
		Executive, Bonneville ex wagons or Executive 4 door sedan	106.65	134.?1
		[illegible] sedan	113.32	[illegible]
		[illegible]	101.00	[illegible]
		[illegible]	94.90	120.?7
		Grand Prix	[illegible]	124.?8
		Firebird	[illegible]	113.05
731	Brougham Trim Option	[illegible]	21?.?0	27?.?3
		[illegible] convertible	2??.12	37?.10
334	Comfort Group	Pontiac group	509.52	644.56
554	Custom Trim Option	Firebird w/bucket seats	62.49	78.?0
		Firebird w/bench seats	87.49	110.50
	[illegible] panel assist grip, wood grain			
324	Decor Group	[illegible] coupe	[illegible]	[illegible]
		[illegible]	97.?3	[illegible]
		[illegible]	4?.16	[illegible]
		[illegible]	25.16	[illegible]
		[illegible] convertible	77.15	[illegible]
		[illegible]	8?.8?	107.43
		[illegible]	45.?6	57.?3
332	The Judge	[illegible]	265.?2	337.01
	[illegible] tires, T-handle shifter			
322	Lamp Group	[illegible]	21.66	27.30
		[illegible] wagon, convertible	[illegible]	[illegible]
		[illegible]	19.15	[illegible]
		[illegible] convertible	5.83	7.37
		[illegible]	14.16	[illegible]
		[illegible] 2 door wagon, conv.	[illegible]	[illegible]
		[illegible] Grand Prix	[illegible]	[illegible]
		[illegible]	47.15	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible] wagon	[illegible]	[illegible]
		[illegible]	[illegible]	21.67
331	Power Assist Group	[illegible]	[illegible]	[illegible]
		[illegible] w/2 bbl GTO	[illegible]	[illegible]
		[illegible] ex GTO	[illegible]	[illegible]
		[illegible] Grand Prix	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
334	Rally Group	[illegible] w/Decor pkg ex wagon	[illegible]	[illegible]
		[illegible] w/o Decor pkg ex wagon	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible] w/Decor pkg	[illegible]	[illegible]
		[illegible] w/o Decor pkg	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible] w/Decor pkg	132.4?	[illegible]
		[illegible] 400 w/o Decor pkg	[illegible]	[illegible]
		Firebird 400 [illegible]	[illegible]	149.5?
		Firebird 400 w/o Decor pkg	147.47	[illegible]

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY		
621	Ride and Handling Package	All ex GTO (ex w/400 Ram Air)	[illegible]	[illegible]
		Firebird	[illegible]	[illegible]
324	"SJ" Option	Grand Prix w/o leather trim	[illegible]	[illegible]
		Grand Prix w/leather trim	[illegible]	[illegible]
	Lamp group, A/S pkg, Rally gauge cluster [illegible] emblem on front fenders [illegible]		[illegible]	[illegible]
342	Sprint Option	[illegible]		
	[illegible] manual floor shift [illegible]			
322	Trans Am, Firebird	Firebird cpe w/4 spd man trans	[illegible]	[illegible]
	[illegible]	Firebird cpe w/4 spd or auto trans	[illegible]	[illegible]
		Firebird conv w/3 spd man trans	[illegible]	[illegible]
		Firebird conv w/4 spd or auto trans	[illegible]	[illegible]
332	Turnpike Cruise Group	Firebird	[illegible]	[illegible]
	[illegible] steering wheel, power seats [illegible]	Pontiac group w/bench seats	[illegible]	[illegible]
		Pontiac group w/Bucket seats	[illegible]	[illegible]
554	Ventura Custom Option	Catalina w/bench seats ex conv	[illegible]	[illegible]
591	Adapter, Speedometer Gear	All	[illegible]	[illegible]
72?			7.??	[illegible]
731	Air Cleaner, Heavy Duty	All ex 400 Ram Air		
582	Air Conditioner, Custom	Tempest, Firebird [illegible]	[illegible]	[illegible]
		Pontiac group	[illegible]	[illegible]
		Firebird	[illegible]	[illegible]
341	Antenna, Power Rear	[illegible]	[illegible]	[illegible]
[illegible]	Automatic Level Control	[illegible]	[illegible]	[illegible]
[illegible]	Automatic Temperature Control	[illegible]		
[illegible]	Axle, [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Battery [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
511	Brakes: Disc Front	[illegible]	[illegible]	[illegible]
511, 502	Power	All [illegible]	[illegible]	[illegible]
5?4	Carpeting: Load Floor Covering	[illegible]	[illegible]	[illegible]
	Custom Floor	[illegible]	[illegible]	[illegible]
541	Carrier, Luggage	[illegible]	[illegible]	[illegible]
492, 471	Clock, Electric	[illegible]	[illegible]	[illegible]
4?4	Cluster: Auxiliary Gauge	[illegible]	[illegible]	[illegible]
488	Rallye Gauge w/Clock	[illegible]	[illegible]	[illegible]
		Grand Prix	[illegible]	[illegible]
4?4, 444	W/Tachometer	Grand Prix [illegible]	[illegible]	[illegible]
4?4, 472	Console (Bucket Seats Req.)	LeMans Sport [illegible]	44.1?	[illegible]
		LeMans Sport [illegible]	[illegible]	[illegible]
		Firebird (NA [illegible])	[illegible]	[illegible]
4?4, 402	Cover, Spare Tire	All ex wagons, Bonneville (NA [illegible])	4.?7	[illegible]
481, 441	Cruise Control (8-cyl. & Turbo-Hydramatic trans. req.)	Tempest group, Firebird	[illegible]	[illegible]
		Pontiac group	[illegible]	[illegible]

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	TOTAL COST	SUGGESTED RETAIL
554, 402	**Deck Lid Release, Remote Control**	All ex. wagon	11.66	14.74
53[illegible]	Deflector, Rear Window Wind	Wagon	20.83	26.33
541, 404	Defogger, Rear Window	All ex. wagon, convertible, Grand Prix, Firebird	20.83	26.33
		Firebird	17.50	22.12
534	Defroster, Rear Window	All ex. wagon, conv., Firebird, Grand Prix	41.66	52.66
361	Differential: Saf-T-Track	All w/o 37H, K, P, S axle	33.33	42.13
	HD Saf-T-Track	Grand Prix, Tempest, Firebird groups w/37 H, K, P, S axle	49.99	63.19
343	**Engines:** V-8 350 w/2 bbl. carb.	Tempest group ex. GTO, Firebird	87.49	110.59
344	V-8 400 w/4 bbl. carb	Tempest group ex. GTO (incl. dual exhaust, Turbo Hydramatic trans. req.)	166.64	210.64
	V-8 350 w/4 bbl. carb.	Firebird [illegible]	157.47	199.05
340	V-8 400 w/2 bbl. carb reg. fuel	Tempest group ex. GTO (Turbo Hydramatic trans. req.)	129.15	163.25
344	V-8 455 HO	GTO [illegible]	[illegible]	57.93
347	V-8 400 Ram Air IV	GTO [illegible] (NA w/air cond.)	441.[illegible]	[illegible]
		GTO [illegible] (NA w/air cond.)	[illegible]	[illegible]
		[illegible]	1[illegible].31	[illegible].51
348	V-8 400 Ram Air	[illegible] trans.	27[illegible]	347.[illegible]
345	400 Firebird	[illegible] or 358 trans.	262.[illegible]	331.76
	[illegible]	[illegible] w/o 351 [illegible] or 358 trans.	341.61	431.61
		[illegible] conv. w/o 351 [illegible] or 358 trans.	329.11	416.01
347	Ram Air Firebird	Firebird [illegible] w/351 or 358 trans. w/o Trans Am Opt.	716.55	905.75
		Firebird conv. w/351 or 358 trans. w/o Trans Am Opt.	704.05	8[illegible]
		[illegible] Trans Am Opt.	30[illegible].18	[illegible]
348	400 HO Firebird	[illegible] or 358 trans.	33[illegible].73	42[illegible]
		[illegible] or 358 trans.	[illegible]	[illegible]
		[illegible] trans.	[illegible]	[illegible]
		[illegible] trans.	36[illegible]	46[illegible]
		[illegible] conv.	41.[illegible]	52.[illegible]
341, 346	V-8 400 w/2 bbl. carb	[illegible]	37.[illegible]	47.[illegible]
344	V-8 400 w/4 bbl. carb (Turbo Hydramatic req.)	[illegible]	79.15	10[illegible]
		[illegible]	133.31	16[illegible]
347	V-8 455 w/4 bbl. carb (Turbo Hydramatic req.)	[illegible]	83.32	10[illegible].32
		[illegible]	20[illegible]	26[illegible]
348	V-8 455 HO	[illegible]	15[illegible]	20[illegible]
		[illegible] & air cond.)	74.[illegible]	[illegible]
		[illegible]	45.[illegible]	57.[illegible]
721, 481	Exhaust: Dual	[illegible] wagons, Firebird, [illegible] or 455 HO	24.16	30.54
6[illegible]	Dual Controlled	[illegible]	4[illegible]	63.19
7[illegible]	Emission Control, Evaporative	[illegible]	30.16	3[illegible]
6[illegible]	Fan: HD 7 Blade and Clutch	[illegible] 400 Ram Air	12.50	15.[illegible]
6[illegible]	HD [illegible]	[illegible]	8.33	15.[illegible]
[illegible]	Fender Skirts	[illegible]	2[illegible].16	[illegible]
[illegible]	Glass, Tinted: All Windows	[illegible]	2[illegible].16	[illegible]
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible].23
532	Windshield only	[illegible]	20.83	26.33
		[illegible]	17.50	22.12
		Pontiac group	23.33	29.49
63[illegible], [illegible]12	Guards, Door Edge	[illegible] ex. Firebird [illegible] w/protection group)	5.00	6.32
		[illegible]	[illegible].75	[illegible]
		[illegible] w/protection group)	[illegible].33	[illegible]
[illegible]	Headlamp Delay	All [illegible] Firebird	10.00	12.64
[illegible]	Hood Inlet, Ram Air	GTO, Firebird 400 Ram Air	66.66	84.26
[illegible] 414	Horns, Dual	Tempest 233, LeMans, Firebird	3.33	4.21
[illegible] 534	Knob, Shift, Custom	Without shift transmission	4.17	5.27

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY		
662	**Lights:** Ash Tray and Lighter	Tempest 233 or LeMans [illegible]	[illegible]	[illegible]
651	Cornering	Pontiac group ex. Grand Prix w/SJ option	2[illegible]	[illegible]
651	Courtesy Rear Compartment	All wagons	[illegible]	[illegible]
654	Dome, Reading	All ex. conv. Grand Prix w/SJ, Firebird	[illegible]	[illegible]
651	Courtesy, Panel	Firebird	[illegible]	[illegible]
664	Courtesy, Door	[illegible] 2 door, Grand Prix w/o SJ option	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
664	Glove Box	Tempest 233 or LeMans series, Firebird	[illegible]	[illegible]
652	[illegible]	Tempest, Firebird [illegible]	[illegible]	[illegible]
671	Underhood	Tempest, Firebird [illegible]	[illegible]	[illegible]
	Underhood Utility	Pontiac group ex. Grand Prix w/SJ option	[illegible]	[illegible]
652	Warning Lamp Group	Pontiac group ex. Grand Prix	[illegible]	[illegible]
552	**Locks,** Power Door	All w/seat back locks ex. Firebird	[illegible]	[illegible]
731		2-door w/o seat back locks	[illegible]	[illegible]
521, 631	**Mats, Floor:** Front	All	[illegible].42	[illegible]
522, 632	Rear	All	[illegible]	[illegible]
732	Rear Compartment	Firebird	6.67	8.43
	Mirrors:			
444, 4[illegible]	Outside Left Remote Control	All	[illegible].33	10.5[illegible]
441 2, [illegible] 2	Visor Vanity: Right or Left	All	[illegible].67	2.[illegible]
[illegible]	Molding, Wheel Opening	Tempest 233, LeMans, GTO series	[illegible]	[illegible]
[illegible]	Monitor, [illegible] Lamp	All ex. wagon, conv., Firebird	[illegible]	[illegible]
[illegible]	Mountain Performance (w/Base [illegible] Auto. Trans.)	Tempest [illegible]	[illegible]	[illegible]
		Tempest [illegible]	[illegible]	[illegible]
		Pontiac [illegible]	[illegible]	[illegible]
		Pontiac [illegible]	[illegible]	[illegible]
SPS	Paint: [illegible] Color	All [illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
SPB	Special	[illegible]	[illegible]	[illegible]
STT	[illegible] Two Tone	[illegible]	[illegible]	[illegible]
RTT	Standard Two Tone	[illegible]	[illegible]	[illegible]
701	**Radiator:** Heavy Duty	[illegible]	[illegible]	[illegible]
	Super Cooling	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
401	**Radio:** AM Push-Button	[illegible]	[illegible]	[illegible]
		Pontiac [illegible]	[illegible]	[illegible]
402	AM-FM	[illegible]	[illegible]	[illegible]
		Pontiac [illegible]	[illegible]	[illegible]
404	AM-FM Stereo	All	[illegible]	[illegible]
411, 391	Rear Speaker	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
	Seats:			
568	Bench, Contour	Firebird (NA [illegible])	[illegible]	[illegible]
421	Foam Front Cushion	Tempest, LeMans [illegible]	[illegible]	[illegible]
		Pontiac group [illegible]	[illegible]	[illegible]
604	Rear, Folding	Firebird	[illegible]	[illegible]
561	Power Bench: 4 way	Tempest, Pontiac group	[illegible]	[illegible]
	6 way	Pontiac group	[illegible]	[illegible]
	6 way 60/40	[illegible]	[illegible]	[illegible]
56[illegible]	Power Bucket, Left Front	All [illegible]	[illegible]	[illegible]
571	Reclining, Pass. w/Headrests	Grand Prix, Tempest group w/bucket seats	[illegible]	[illegible]
404	Split Bench, Second	Pontiac group [illegible]	[illegible]	[illegible]
6[illegible]	**Shock Absorbers:** Superlift Rear	Pontiac group ex. Grand Prix	[illegible]	[illegible]
6[illegible]	Adjustable	Firebird	[illegible]	[illegible]
432	**Speedometer, Safeguard**	All ex. Firebird (NA Tempest group [illegible])	[illegible]	[illegible]
442		Firebird (NA w/Rally Gauge)	[illegible]	[illegible]

PONTIAC
1970 ACCESSORIES

THE · NADCOR · SYSTEM
AN AUTOMOBILE CONSUMER SERVICE

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
501	Steering, Power	Tempest, Firebird, group	83.32	105.32
		Pontiac group	91.65	115.65
462	Steering Wheel: Custom Sport	All ex. Catalina, Tempest 233, LeMans, Firebird w/o Decor group	27.50	34.75
		Firebird, Tempest 233, LeMans and Catalina w/ Decor group	39.55	50.55
			12.50	15.80
461	Deluxe	Tempest 233, LeMans, Firebird, Catalina		
464	Formula	All ex. Tempest 233, LeMans, Catalina w/o Decor group or Firebird	33.33	42.13
		Tempest 233, LeMans, Catalina w/o Decor group	45.83	57.93
			35.83	45.29
504	Tilt	All (power steering req. NA man. col. shift)	49.94	63.19
471, 481	Tachometer, Hood Mounted	Tempest group, Firebird	33.33	42.13
544	Tailgate, Dual Hinge	LeMans wagon		
412, 394	Tape Player, Stereo	All [illegible] (NA w/ [illegible])	105.82	133.75
SVT	Top: Cordova	[illegible] convertibles	79.15	100.05
		[illegible]	79.12	100.02
		[illegible]	91.65	115.85
		[illegible] GTO [illegible]	112.[illegible]	142.18
		[illegible]	41.66	52.66
544	Power Convertible	[illegible]	33.33	42.13
	Transmission:			
356	3-spd. Manual Floor Shift	[illegible] Firebird 350 V-8	66.66	84.26
355	3-spd. Manual Heavy Duty	[illegible]	133.78	168.63
352	Automatic	Tempest group, Firebird, Catalina 350 eng. w/ 2 bbl. carb	144.54	174.24
363, 351	Turbo Hydra-Matic	Tempest group, Firebird [illegible] 2 bbl. carb [illegible]	170.82	200.02
		Tempest [illegible] 350 eng. [illegible]	[illegible]	227.04
		[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]
364	4-spd. Manual (NA [illegible])	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	227.04
		[illegible] V-8	[illegible]	[illegible]
366	4-spd. Close Ratio ([illegible])	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	227.04
		[illegible]	21.83	27.33
49	Trim: Black Coated Fabric	[illegible]	157.47	199.05
[illegible]	Leather and Morrokide	[illegible] Firebird	22.00	28.44
[illegible]	Vinyl	[illegible] Catalina	4.17	5.27
514	[illegible]	[illegible] Pontiac group	33.33	42.13
583	Ventilation, Power Flow ([illegible])	[illegible]	45.83	57.93
472	Wheel Discs: Custom	[illegible] GTO, Firebird w/ Decor group	15.83	20.01
		Tempest [illegible] GTO w/ Decor group	32.49	41.07
		[illegible]	24.16	30.54
		[illegible] Catalina w/o Decor group	40.83	51.61
		[illegible]	16.66	21.06
471, 451	Deluxe	[illegible] Catalina		
453	Wire	[illegible] Firebird, Catalina [illegible] Grand Prix	41.66	52.66
		Tempest, Firebird, [illegible] w/o Decor [illegible]	58.32	73.72
474, 454	Wheels, Rally II (NA wagon)	233 [illegible] GTO [illegible] w/ Decor [illegible] Grand Prix	49.99	63.19
		Firebird, Tempest [illegible] w/o Decor group, LeMans Sport	66.66	84.26

THE · NADCOR · SYSTEM
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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	[illegible]	[illegible]
551	Windows: Power	Tempest, Firebird, groups	[illegible]	[illegible]
		Pontiac group	[illegible]	[illegible]
542	Power Tailgate	Tempest and Pontiac group (std. 3-seat) wagon	27.50	[illegible]
521	Windshield Wiper Blades, Arctic	Firebird	5.[illegible]	[illegible]
432	Windshield Wipers, Concealed	Tempest 233 (incl. w/ Decor Group)	15.[illegible]	[illegible]
544	Woodgrain Safari Option	Bonneville 3-seat wagon	[illegible]	[illegible]
	Tires:			
	Tempest Group			
TGR	F78-14 whitewall, Fiberglass	6-cyl. ex. wag., LeMans Sport 4-dr. hardtop w/ air cond.	22.50	28.44
TRF	G78-14 blackwall, Fiberglass	6-cyl. ex. wag., LeMans Sport 4-dr. hardtop w/ air cond.	11.66	14.74
TRR	G78-14 whitewall, Fiberglass	W/8-cyl. ex. GTO [illegible] 6-cyl. LeMans 4-dr. hardtop [illegible]	24.[illegible]	[illegible]
		6-cyl. ex. wag., LeMans Sport 4-dr. hardtop w/ air cond.	[illegible]	[illegible]
TPL, TPR	G70-14 blackwall w/white letters, Fiberglass	6-cyl. ex. wag., LeMans Sport 4-dr. hardtop w/ air cond.	52.[illegible]	66.[illegible]
		Wagon, 6-cyl. LeMans Sport 4-dr. [illegible] air cond., 8-cyl. 350 [illegible] ex. GTO	40.[illegible]	51.51
		GTO ex. w/ "Judge" Option	[illegible]	[illegible]
		GTO w/ "Judge" Option	24.[illegible]	[illegible]
[illegible]	[illegible] Fiberglass	LeMans wagon [illegible] LeMans Sport wagon	[illegible]	[illegible]
[illegible]	[illegible]	All w/o Rally wheels [illegible]	[illegible]	[illegible]
	Firebird Group			
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
		[illegible] 4 bbl. [illegible]	[illegible]	[illegible]
THR	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Pontiac Group			
[illegible]	9.15-15 whitewall	Wagon	[illegible]	[illegible]
[illegible]	G78-15 [illegible] Fiberglass	[illegible]	[illegible]	[illegible]
[illegible]	H78-15 whitewall, Fiberglass	Catalina 2-dr. [illegible]	[illegible]	[illegible]
TSF	H78-15 blackwall, Fiberglass	Catalina 2-door w/ [illegible]	[illegible]	[illegible]
TSR	H78-15 whitewall, Fiberglass	All ex. wagon, Grand Prix or Catalina 2-door w/ air cond.	[illegible]	[illegible]
		Catalina 2-door w/ air cond.	[illegible]	[illegible]
TTR	L78-15 whitewall, Fiberglass	Wagon	[illegible]	[illegible]
TKF	J78-15 blackwall, Fiberglass	All ex. wagon, Grand Prix, Catalina 2-dr. w/o air cond.	[illegible]	[illegible]
		Catalina 2-door w/ air cond.	[illegible]	[illegible]
TWR	J78-15 whitewall, Fiberglass	All ex. wagon, Grand Prix, Catalina 2-dr. w/o air cond.	[illegible]	[illegible]
		Catalina 2-door w/ air cond.	[illegible]	[illegible]
704, 708	Collapsible Spare	All (std. w/ Rally wheels)	[illegible]	[illegible]

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MASTER AREA DISTRIBUTOR AGREEMENT

THIS AGREEMENT entered into and executed at Jenkintown, Pennsylvania *this* August *day of* 28th 1967 *by and between NABCOR, INCORPORATED, hereinafter called NABCOR, and* [illegible] Auto Sales and Leasing Co. [illegible] Jamaica, N.Y. *hereinafter referred to as the DISTRIBUTOR.*

WITNESSETH:

WHEREAS, NABCOR is in the business of supplying new and used automobiles; and

WHEREAS, DISTRIBUTOR desires to engage in the business of conducting an "AUTOMOBILE CONSUMER SERVICE" for the purchase of new and used automobiles for the retail consumer, supplied by NABCOR, and to establish a network of brokers and associate brokers for the purpose of conducting an "AUTOMOBILE CONSUMER SERVICE" for the purchase of new and used automobiles for the retail consumer within certain territorial limits and on a franchise basis.

NOW, THEREFORE, it is agreed as follows:

IN CONSIDERATION of the mutual promises and covenants contained in this agreement, and in the franchise application and qualification form, which by reference is hereby made a part of this agreement NABCOR does hereby grant to DISTRIBUTOR the right to conduct an "AUTOMOBILE CONSUMER SERVICE" whereby DISTRIBUTOR will arrange lease-purchase contracts to the retail consumer and to the brokers and associate brokers he will establish within the territory described below.

1. TERRITORY: NABCOR hereby grants the DISTRIBUTOR the exclusive rights for the following territory: See Addendum and List Attached

2. Said Franchise shall exist for a term of one (1) year from the date hereof and thereafter may be renewed by DISTRIBUTOR on a year to year basis at his option, provided however, the DISTRIBUTOR shall maintain at all times a facility satisfactory to NABCOR and that the DISTRIBUTOR shall conduct his business in accordance with good, sound, and acceptable business standards.

3. NABCOR agrees to and will, during the term of this franchise, provide to the DISTRIBUTOR the following services and products:

A. NABCOR will arrange for and provide new cars and used cars for DISTRIBUTOR.

B. NABCOR will thoroughly train DISTRIBUTOR in management, administration, solicitation, financing, leasing, insurance, and etc.

C. NABCOR will thoroughly train DISTRIBUTOR in used car wholesale.

D. NABCOR will supply all forms necessary for DISTRIBUTOR'S brokers and associate brokers.

E. NABCOR will assist in and supply basic bookkeeping procedures and forms.

F. NABCOR will supply purchase agreement forms.

G. NABCOR will supply wholesale price lists on all domestic make new cars.

H. NABCOR will furnish lighted sign.

I. NABCOR will supply leasing information and assistance.

J. NABCOR will supply registration information and forms where applicable.

K. NABCOR will provide assistance in programming and advertising.

M. NABCOR will arrange for and provide new cars for DISTRIBUTOR at established fleet prices plus transportation.

N. NABCOR agrees to assist DISTRIBUTOR in establishing brokers and associate brokers within his territory and provide contracts necessary to do so.

4. NABCOR agrees to allow DISTRIBUTOR to establish, in its area, brokers and associate brokers who will identify themselves as NABCOR brokers and NABCOR associate brokers and DISTRIBUTOR will retain all deposits and fees except as outlined in paragraphs 16 and 17.

5. NABCOR agrees to provide at its expense a complete training program for the DISTRIBUTOR or for its designee. This program will include a general indoctrination of all phases of the NABCOR "AUTOMOBILE CONSUMER SERVICES". This training program will be either verbal or taped at NABCOR'S discretion and will take place at one of the NABCOR offices or in the DISTRIBUTOR'S territory at NABCOR'S discretion; thereafter, training seminars will be held at time and place to be determined by NABCOR and may be attended by the DISTRIBUTOR or by his designee, should he feel additional training is necessary.

6. The DISTRIBUTOR'S interest in this agreement is personal and may be sold, assigned, or transferred only upon the written permission of NABCOR. Such permission shall not be unreasonably withheld as long as the DISTRIBUTOR is fulfilling the terms and conditions of this agreement and the same is in full force and effect. This agreement shall innure to the benefit of the estate or heirs of the DISTRIBUTOR.

7. NABCOR agrees to allow DISTRIBUTOR to establish, in his assigned territory and in such open areas as may be allowed and approved by NABCOR, brokers and associate brokers who will identify themselves as NABCOR brokers and NABCOR associate brokers. Such brokers and associate brokers to be established shall be written on NABCOR forms and subject to NABCOR'S approval, terms, and conditions. DISTRIBUTOR will retain all "franchise fees" and "activity performance deposits" except as outlined in paragraphs 16 and 17.

8. NABCOR agrees to assign to DISTRIBUTOR all brokers and associate brokers already established in DISTRIBUTOR'S territory upon execution of this agreement. NABCOR will retain all fees and "activity performance deposits" in exchange for this asset.

9. NABCOR agrees to handle lease-purchase agreements for DISTRIBUTOR or his brokers and associate brokers if necessary. All fees due DISTRIBUTOR will be paid to DISTRIBUTOR by NABCOR immediately upon completion of the purchase agreement.

10. NABCOR agrees to pay all freight or postage on regular shipments of signs and materials.

11. NABCOR reserves the right to change the terms and conditions of the purchase agreement and all other forms from time to time as deemed necessary.

12. FRANCHISE FEE: In consideration of the above benefits to the DISTRIBUTOR and the obligations to be performed by NABCOR, in order to help partially to defray the cost of establishing the franchise, which includes training expenses as well as signs, manuals, presentation kits, and all other material necessary to operate the franchise, and in consideration of NABCOR'S execution of this agreement, DISTRIBUTOR agrees to and does hereby pay to NABCOR, as the consideration, therefore, the sum of [illegible] dollars ($[illegible]).

13. NABCOR reserves the right to assign its rights and interest under this agreement, and the DISTRIBUTOR and the heirs and assigns of the DISTRIBUTOR agree to be bound by the terms of this agreement if and when assigned.

14. DISTRIBUTOR will conduct his business under his own name or a fictitious or corporate name chosen by him which shall not include the word NABCOR, but the DISTRIBUTOR shall set forth on all business stationery, cards, signs, and all other manner of public utterance that he is an authorized DISTRIBUTOR for NABCOR.

15. DISTRIBUTOR agrees and understands that any change of principals, officers, partners or name of DISTRIBUTOR shall require written approval of NABCOR.

[illegible] broker or associate broker it establishes in its area, [illegible] ($500.00) for initial promotional package.

17. DISTRIBUTOR agrees to pay NABCOR a five dollar ($5.00) override on all purchases in its area until it will have received from franchise fees and/or purchase [illegible] equivalent to its investment; thereafter, DISTRIBUTOR agrees to pay NABCOR ten dollars ($10.00) per car override on each purchase by DISTRIBUTOR or his brokers or associate brokers in his area.

18. DISTRIBUTOR agrees he will order new cars for all "lease-purchase" contracts and used cars and any other materials from NABCOR.

19. Any new automobiles ordered by DISTRIBUTOR must be accompanied by part payment of not less than five percent (5%) and will be considered binding. Failure to complete said purchase in accordance with the terms of the purchase agreement will result in forfeiture of part payment as liquidated damages.

a. The DISTRIBUTOR agrees to mail, and to require that his sub-agents mail, to NABCOR, all completed purchase agreements listed on a duly executed Sales Report, along with the full remittance, within seventy-two (72) hours from the date of execution of said agreement.

20. DISTRIBUTOR agrees that his minimum quota will be 25 cars per ninety (90) day period.

a. DISTRIBUTOR agrees if he does not meet his minimum quota for any ninety (90) day period, he is subject to cancellation and all monies paid shall be retained by NABCOR as damages.

b. Said minimum quota shall not become effective until sixty (60) days after the execution of this agreement.

21. DISTRIBUTOR agrees that within a reasonable period of time, he will set up his operation and all other matters necessary to his business so that he may handle said "lease-purchase" contracts himself.

22. DISTRIBUTOR agrees to pay freight on special airborne shipments made at his request or on any supplies or materials returned as undeliverable.

23. DISTRIBUTOR agrees to supervise, train, and handle supply and delivery of all purchases of its brokers and associate brokers.

24. DISTRIBUTOR agrees to accept conditions on broker contracts and associate broker contracts and their terms, and to refund the twenty-five dollar ($25.00) per car as stipulated in those contracts.

25. DISTRIBUTOR agrees and understands that he will arrange for and provide new cars at established Fleet prices, plus Transportation, plus NABCOR distributor fee of fifty dollars ($50.00). This fee is subject to increase if justified by increased costs.

26. DISTRIBUTOR agrees he will engage in no other business of any kind without first obtaining the written authorization of NABCOR, except those presently engaged in.

27. DISTRIBUTOR agrees that he will make no warranties other than those on the purchase agreement or franchise agreement.

28. DISTRIBUTOR agrees he will not solicit in any territory other than that franchised to him by the terms of this Agreement, and a repeated violation hereof, at NABCOR'S election, NABCOR may cancel and terminate this franchise.

29. DISTRIBUTOR agrees that he will submit, upon request, his complete records and financial statement pertaining to the business encompassed by this agreement.

30. DISTRIBUTOR agrees and understands that all brokers and associate brokers already established in his territory, upon execution of this agreement, will be assigned to him by NABCOR, and he will accept same and honor all terms and conditions of those agreements.

in any

32. Upon termination of this agreement, DISTRIBUTOR agrees to remove and refrain from using thereafter the words "NABCOR" or "NABCOR, INCORPORATED" or any name that has been used in connection with the sale of this service, including the use of any facsimile thereof, on cards, letterheads, advertisements, or in any other manner whatsoever.

33. DISTRIBUTOR understands and agrees that he is an independent contractor and that he is not an agent for nor acting on behalf of NABCOR for any purpose or in any manner whatsoever in the operation of his business during or after the expiration of this Agreement. DISTRIBUTOR agrees to indemnify and save harmless NABCOR from and against all claims, demands, damages, actions and causes of actions, liability, expenses or cost arising out of any transaction participated in or act committed or omission to act by DISTRIBUTOR. If suit is brought against DISTRIBUTOR and/or NABCOR on account of any such transaction or act of omission, DISTRIBUTOR shall, upon receipt of notice thereof, assume the defense and bear all expenses, cost, attorney's fees, and liability or damages which may be incurred. DISTRIBUTOR also agrees to promptly pay when due on demand all debts and obligations incurred by him in the course of his business during the term of this Agreement. DISTRIBUTOR'S failure to perform any of the terms of this Agreement shall constitute his breach of this Agreement, which, at the sole option of NABCOR shall entitle NABCOR to cancel this Agreement and to retain all payments theretofore made by DISTRIBUTOR to NABCOR under the terms of this Agreement.

34. In the event NABCOR is prevented from performing any of its obligations hereunder by reason of Acts of God, strikes, labor difficulties, riot, insurrection, or the act of any government body or by any other reason beyond its control, the delay occasioned thereby in supplying new or used automobiles or the failure to supply new or used automobiles, shall not be considered a breach of this contract.

35. The paragraphs of this Agreement are severable, and in the event any paragraph, sentence or word, or portion of this Agreement is declared illegal or unenforceable, the remainder of this Agreement shall be effective and binding upon the parties. No waiver of any breach of any of the covenants, agreements, or provisions herein contained shall be construed as a waiver of any subsequent breach of the same or any other covenant or provision. This instrument constitutes the entire agreement between the parties and there are no other covenants, promises, or agreements, (written or oral), and no agent of either party has authority to make representations or other agreements (verbal or written) which modify or vary the terms or conditions of this Agreement.

36. BREACH OF CONTRACT: Breach of any of the terms and conditions of this agreement or any fraudulent acts of misconduct by the DISTRIBUTOR shall at the option of NABCOR be cause for termination of this agreement and all benefits hereof. However, both parties shall have thirty (30) days to rectify such breach. In the event such breach is not rectified any money owing NABCOR under this agreement shall immediately become due and payable.

37. VENUE: In the event that suit is brought by either party under the provisions of this or any other agreement, between the parties hereto, venue shall be in the State of Pennsylvania and in the county which is the current principal legal residence of NABCOR. It is further agreed that for the purpose of interpretation the laws of the State of Pennsylvania shall govern and the terms and conditions of this Agreement shall have precedence over any other conflicting terms and conditions. Failure to enforce any of the provisions of this Agreement shall not be considered a waiver of that provision.

38. Any lease-purchase contract presented to NABCOR and not acceptable to NABCOR because of finance, insurance, or other terms of lease-purchase contracts submitted, may be returned by NABCOR to DISTRIBUTOR.

39. It is further agreed that the term "lease-purchase" as used in this agreement means a program established by NABCOR in its discretion to include leases or purchases or a combination of both.

person or persons except in the normal course of [illegible] NABCOR, any of the latter's business or sales methods, forms, contracts, correspondence, letters, and all documents or copies thereof, pertaining to or relative to the business of NABCOR including lists of customers or former customers and will not solicit same nor use any of the above in any manner whatsoever, without the written permission of NABCOR. The DISTRIBUTOR agrees to deliver all such material prepaid to NABCOR at the termination of this agreement. The DISTRIBUTOR also agrees that he will not employ or seek to employ or hire in any capacity any person who is at the same time employed by or representing NABCOR in any capacity and will not directly or indirectly induce any such person to leave their employment unless the DISTRIBUTOR has obtained the prior written approval of NABCOR.

41. The DISTRIBUTOR further agrees that while this agreement is in full force and for a period of one year after termination of this agreement not to compete in any manner whatsoever with NABCOR in any similar business either as an individual, partner, (active, inactive or silent), corporation stockholder, or company, or in any city or county in which NABCOR is engaged in business or is transacting business.

42. INJUNCTIVE RELIEF: NABCOR shall be entitled to injunctive relief and damages should DISTRIBUTOR breach any of the terms and conditions of the restrictive covenants contained in this agreement and that any monies owing the DISTRIBUTOR by NABCOR under the terms of this or any subsequent agreement may be applied as liquidated damages. This provision or the restrictive covenants contained in this agreement may not be waived or modified by any subsequent agreements unless such waiver is specifically mentioned.

43. FILING OF CLAIMS: Any claim whatsoever against NABCOR or other representatives of NABCOR resulting from or arising out of this agreement or subsequent agreements that are not set forth in writing by registered mail within thirty (30) days after date of such claim, or within thirty (30) days after termination of this agreement, whichever applies, shall be considered waived. The restrictive covenants contained in paragraph 41 of this agreement shall be construed as independent of any other provisions hereof and the existence of any claim in course of action of the DISTRIBUTOR against NABCOR whether predicated on this agreement or otherwise, shall not constitute a defense to the enforcement by NABCOR of said restrictive covenants. The prospective DISTRIBUTOR in consideration of the negotiation between himself and NABCOR that resulted in him signing this agreement agrees to bind himself to paragraph 41 of this Agreement whether or not this agreement has been accepted, signed, countersigned, or rejected by NABCOR.

The parties hereto certify that they have read all portions and both sides of this agreement. This agreement constitutes the final and complete understanding between the parties hereto and that no other representations or promises, verbal or otherwise, have been made, and that this agreement will not become effective until accepted and approved by the home office in Pennsylvania.

WITNESS:

____

DISTRIBUTOR:

Force Air Sales & Leasing Corp
(Name)
[illegible] V. Pres
7[illegible] Saw Mill River Rd
(Business Address)
Yonkers, N.Y.
(City and State)
____
(Home Address)

ACCEPTED:
NABCOR, INCORPORATED
BY: [illegible]

THE FRANCHISE FEE OR A DEPOSIT MUST ACCOMPANY APPLICATIONS.
CHECKS SHOULD BE CERTIFIED OR [illegible] PAYABLE TO NABCOR, INC.
ALL MONEY WILL BE RETURNED [illegible] IF APPLICATION IS NOT ACCEPTED.

See Addendum Attached Hereto and Made Part of This Agreement. And Black Line and Territory

ADDENDUM TO MASTER AREA DISTRIBUTORS AGREEMENT

ITEM 1 For and in consideration of the execution of this agreement Turco Auto Sales does hereby agree to take over distribution rights and obligations to all existing brokers estabished by Nabcor, Inc. within the area described in this agreement.

ITEM 2 a. Take over all organizational functions of Nabcor inc. including ordering and delivery of cars.

b. Follow up dealer training and pilot facilities for future distribution.

c. Establish new brokers and maintain broker contact training.

d. Maintain New York State licenses and plates and to handle all broker problems.

e. Insure good relations with suppliers.

f. Handle all dealer problems on behalf of Nabcor Inc.

g. Enforce all operating policies set forth by Nabcor, Inc.

h. Accept only payment in full for franchises sold except where written consent is given by Nabcor for any change.

i. Any broker franchise sold by Nabcor, Inc. within the distributor's area will be subject to a 25% franchise fee for Nabcor's representative and the remainder of the fee will be handled in the manner described in paragraph 16.

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ITEM 2 Rebates due on existing dealers will be paid by Turco Auto Sales out of the $50.00 Nabcor distributor fee on each automobile sold by existing brokers until all obligations to brokers are terminated.

ITEM 3 For and in consideration of the execution of this agreement and special consideration given to Turco Auto Sales in connection with this agreement , Turco Auto Sales agrees to and will act a facility at #2 Roanoake Rd. Yonkers, NY and allow Turco Auto Sales the use of the facility at 744 Saw Mill River Rd. Yonkers, N.Y. for the purpose of operating his automobile brokerage business. Nabcor will also maintain an employee at #2 Roanoake Rd. Yonkers, NY. for the handling of details associated with Nabcor's business., for the first month commencing with the execution of this agreement and pay all expenses associated with this employee. Nabcor will allow Turco Auto Sales to supervise the activities of this employee, and to utilize part of her time in connection with his Nabcor area Distributorship business. At the expiration of one month, Turco Auto Sales And Nabcor Inc. will share the cost of this employee. Turco Auto Sales agrees to oversee Nabcor's operation at this facility. Nabcor further agrees to pay Turco Auto Sales for the same one month period to assist him in adjusting to his area distributorship at $75.00 per week.

ITEM 9. Nabcor agrees to and will assist Turco Auto Sales in whatever manner it can and assist in affecting an orderly transfer of existing brokers to Turco Auto Sales.

ITEM 10 Nabcor agrees to and will give special training from time to time as it deems necessary to Turco Auto Sales and Ernest Turco in order to assist him in hte operation of his Nabcor Area Distributorship.

ITEM 11 Nabcor from time to time will distribute other products and services and when it does, Nabcor agrees to allow Turco Auto Sales the rights to distribute these other products and services through it's established Nabcor auto broker network.

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EX.
REL.
[illegible]
WIT.
DATE 4-3-73

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NABCOR FRANCHISE AGREEMENT FOR MASTER BROKERS

CLASS I

THIS AGREEMENT entered into and executed at [illegible]
this 9th day of [illegible] 1971 by and between NABCOR, INCORPORATED
hereinafter called NABCOR, and [illegible]
351 So. Broadway Yonkers N.Y.
a NABCOR MASTER BROKER hereinafter referred to as MASTER BROKER.

WITNESSETH:

WHEREAS, NABCOR is in the business of conducting a new and used automobile consumer service, and in supplying materials, and systems necessary to conduct such business by others, and;

WHEREAS MASTER BROKER desires to engage in the business of conducting an "Automobile Consumer Service" and to establish a network of SUB MASTER BROKERS, hereinafter referred to as Area Brokers, and Brokers for the purpose of conducting an "Automobile Consumer Service" for the purchase of new and used automobiles, supplied by NABCOR, for the retail consumer within certain territorial limits and on a franchise basis.

NOW, THEREFORE, it is agreed as follows:

IN CONSIDERATION of the mutual promises and covenants contained in this Agreement, and in the franchise application and qualification form, which, by this reference, is hereby made a part of this Agreement, NABCOR does hereby grant to MASTER BROKER the right to conduct an "Automobile Consumer Service," whereby MASTER BROKER will arrange purchase agreements for the retail consumer, through the Area Broker, and Brokers he will establish within the territory described below.

1. TERRITORY: NABCOR hereby grants to the MASTER BROKER the exclusive rights for the following territory: Westchester Co., Rockland Co.
Orange Co. and Putnam Co. in the [illegible]
of [illegible]

2. Said franchise shall exist for a term of one (1) year from the date hereof and thereafter may be renewed by MASTER BROKER on a year-to-year basis at his option, provided however, MASTER BROKER shall pay a renewal fee of one thousand dollars ($1,000) and the MASTER BROKER shall maintain at all times a facility satisfactory to NABCOR and that the MASTER BROKER shall conduct his business in accordance with good, sound, and acceptable business standards.

Or 20% of All Broker [illegible] Fees [illegible]
[illegible]

3. NABCOR agrees to and will, during the term of this franchise, provide to the MASTER BROKER the following services and products.

A. NABCOR will provide new cars and used cars for customers of the MASTER BROKER, and his Area Brokers and Brokers.

B. NABCOR will thoroughly train the MASTER BROKER in management, administration, consumer contact programs, financing, insurance, etc.

C. NABCOR will train MASTER BROKER in methods of used car merchandizing.

D. NABCOR will supply all forms necessary for MASTER BROKER and his Area Brokers and Brokers.

E. NABCOR will assist in and supply basic bookkeeping procedures and forms.

F. NABCOR will supply purchase agreement forms.

G. NABCOR will supply wholesale price lists on domestic make new cars.

H. NABCOR will furnish lighted signs for MASTER BROKER and his Area Brokers and Brokers.

I. NABCOR will supply registration information and forms where applicable.

J. NABCOR will provide assistance in the programming of advertising.

K. NABCOR will provide consultation for MASTER BROKER and give advice on matters pertaining to the business.

L. NABCOR will supply new cars at established fleet prices plus transportation, plus a NABCOR handling charge of $25.00.

M. NABCOR agrees to supply contracts, prices, and assistance to MASTER BROKER for the purpose of establishing Area Brokers and Brokers within his territory.

4. NABCOR agrees to provide, at its expense, a complete training program for the MASTER BROKER or for his designee. This program will include a general indoctrination of all phases of the NABCOR "Automobile Consumer Service." This training program will be either verbal or printed at NABCOR's discretion and will take place at one of the NABCOR offices or in the MASTER BROKER's territory at NABCOR's discretion; thereafter, training seminars will be held at time and place to be determined by NABCOR and may be attended by the MASTER BROKER or by his designee, should he feel additional training is necessary.

5. The MASTER BROKER's interest in the Agreement is personal and may be sold, assigned, or transferred only upon the written permission of NABCOR. Such permission shall not be unreasonably withheld as long as the MASTER BROKER is fulfilling the terms and conditions of this Agreement, and the same is in full force and effect. This Agreement shall innure to the benefit of the estate or heirs of the MASTER BROKER.

6. NABCOR agrees to allow MASTER BROKER to establish in his assigned territory Area Brokers and Brokers who will identify themselves as NABCOR brokers. Such Area Brokers and Brokers to be established shall be under contract written on NABCOR forms and subject to NABCOR's approval, terms, and conditions.

7. NABCOR will handle purchase agreements for MASTER BROKER or his Area Brokers and Brokers. All fees due MASTER BROKER will be paid to MASTER BROKER by NABCOR immediately after delivery of the automobile.

8. NABCOR reserves the right to change the terms and conditions of the purchase agreement, and all other forms, from time to time as deemed necessary.

9. MASTER BROKER, at the signing of this Agreement, agrees to and does hereby order the following supplies:

100 Broker Promotional Packages	100 Broker Training Courses
100 Broker Electric Identification Signs	11 Administrative Packages (including sign)

A. In consideration of the above and all other benefits, which include the use of the name NABCOR, its systems and other administrative aids supplied to the MASTER BROKER encompassed by this Agreement, which include the above mentioned supplies ordered, MASTER BROKER does hereby pay to NABCOR the sum of thirty seven thousand and five hundred dollars ($37,500). Receipt of which is hereby acknowledged.

B. NABCOR agrees that as soon as MASTER BROKER has established each of ten (10) Area Brokers who have paid the initial performance requirement of seventy five hundred dollars ($7,500) to NABCOR, INC., NABCOR, INC., will pay to MASTER BROKER three thousand seven hundred and fifty dollars ($3,750.00). MASTER BROKER will also receive a performance bonus of 3-1/8% of the brokerage fee charged until he will have received a maximum of thirty seven hundred and fifty dollars ($3,750) for each such Area Broker. Provided however, a minimum of 50% of the monthly quota is attained in the previous month. Bonus payment will be made on the 15th day of the following month.

C. Upon renewal of this contract MASTER BROKER will receive an additional three thousand seven hundred and fifty dollars ($3,750) for each Area Broker who has earned the maximum performance bonus of seven thousand five hundred dollars ($7,500).

[illegible]

D. In no event under Paragraph 9B will MASTER BROKER receive more than seven thousand five hundred dollars ($7,500) for each Area Broker.

10. NABCOR reserves the right to assign its rights and interest under this Agreement, and the MASTER BROKER, and the heirs and assigns of the MASTER BROKER, agree to be bound by the terms of this Agreement, if and when assigned.

11. NABCOR shall permit the MASTER BROKER the privilege of using the name "NABCOR" and such other names as NABCOR may from time to time designate for the purpose of conducting the MASTER BROKERAGE business pursuant to this Agreement, contingent upon MASTER BROKER's compliance with the terms hereof and limited to the term of this Agreement. Such use is understood not to be exclusive to the MASTER BROKER. If licenses are granted to others in the state or states in which the MASTER BROKER is located, and if required by Licensor or any authority, the MASTER BROKER agrees to supply any and all consents and agreements necessary to permit others to make use of the aforesaid names. MASTER BROKER further acknowledges and agrees that the aforesaid names are solely and exclusively property of NABCOR and that the MASTER BROKER will not during or after the term of this Agreement make use of such names, except in accordance with the express permission of NABCOR, nor object to or contest the validity of NABCOR's rights therein. The foregoing understandings shall apply with the same force and effect to any marks, trademarks, tradenames, service marks, slogans, symbols, mats, logos, letterheads, bulletins, forms, systems, procedures, manuals, devices, advertising or promotional materials or any other similar material, now or hereafter made available to the MASTER BROKER, and his Area Brokers and Brokers, or otherwise used by NABCOR. NABCOR shall at all times have and retain the right, in its own sole discretion, to limit or restrict the use, content, or format of any other similar material now or in the future used by NABCOR. NABCOR shall at all times have and retain the right, in its own sole discretion, to limit or restrict the use, content, or format of any of the foregoing by the MASTER BROKER or his Area Brokers and Brokers.

12. MASTER BROKER agrees and understands that any change of principals, officers, partners or name of MASTER BROKER shall require written approval of NABCOR.

13. MASTER BROKER may with the written approval of NABCOR establish Area Brokers and Brokers. MASTER BROKER and his Area Brokers and Brokers agree to charge brokerage fees as are set forth from time to time by NABCOR.

14. MASTER BROKER agrees he will order new cars for all purchase agreements, used cars and any other materials, from NABCOR.

15. Any new automobiles ordered by MASTER BROKER must be accompanied by part payment of not less than five percent (5%) or $100.00 whichever is greater and will be considered binding. Failure to complete said purchase in accordance with the terms of the purchase agreement will result in forfeiture of part payment as liquidated damages.

16. The MASTER BROKER agrees to mail, and to require that his Area Brokers and Brokers mail, to NABCOR, all completed purchase agreements listed on duly executed Reports, along with the full remittance, within seventy-two (72) hours from the date of execution of said Agreement.

17. MASTER BROKER agrees that his minimum quota will be [illegible] cars per ninety (90) day period.

A. MASTER BROKER agrees if he does not meet his minimum quota for any ninety (90) day period, he is subject to cancellation and all monies paid shall be retained by NABCOR as payment for material and services heretofore supplied.

B. Said minimum quota shall not become effective until sixty (60) days after the execution of this Agreement.

18. MASTER BROKER agrees that within a reasonable period of time, he will set up his operation and all other matters necessary to his business so that he may handle said purchase agreements himself.

19. MASTER BROKER agrees to pay freight on initial shipments, and on any supplies or materials returned as undeliverable.

20. MASTER BROKER agrees to supervise, train, and handle supply and delivery of all purchases of his Area Brokers and Brokers.

21. MASTER BROKER agrees to accept conditions on Area Brokers' contracts and Brokers' contracts and their terms.

22. MASTER BROKER will receive 12-1/2% of Brokerage Fee charged.

23. MASTER BROKER agrees that he will establish one Area Broker for every 100,000 of population in his territory.

24. MASTER BROKER agrees he will engage in no other business of any kind without first obtaining the written authorization of NABCOR, except those presently engaged in.

25. MASTER BROKER agrees that he will make no warranties other than those on the purchase agreement or franchise agreement.

26. MASTER BROKER agrees he will not solicit in any territory other than that franchised to him by the terms of this Agreement. For repeated violations hereof, at NABCOR's election, NABCOR may cancel and terminate this franchise.

A. MASTER BROKER agrees and understands that any car purchases by National Groups or Organizations initiated by NABCOR may be subject to volume discounts. MASTER BROKER agrees to handle such car purchases or allow NABCOR to do so.

27. MASTER BROKER agrees that he will submit quarterly reports, and upon request make available his complete records and financial statements pertaining to the business encompassed by this Agreement, including but not limited to certified copies of Federal Income Tax Returns.

28. MASTER BROKER agrees and understands that all Area Brokers and Brokers already established in his territory, upon execution of this Agreement, will be assigned to him by NABCOR, and he will accept same and honor all terms and conditions of those Agreements.

29. MASTER BROKER agrees that he will not advertise the services of NABCOR, either directly or indirectly, through use of a fictitious trade style or otherwise, and in any manner whatsoever unless such advertisement is approved in writing by NABCOR.

30. Upon termination of this Agreement, MASTER BROKER agrees to remove and refrain from using thereafter the words "NABCOR," or "NABCOR. INCORPORATED," or any name that has been used in connection with the sale of this service, including the use of any facsimile thereof, on cards, letterheads, advertisements, or in any other manner whatsoever.

31. MASTER BROKER understands and agrees that he is an independent contractor and that he is not an agent for, nor acting on behalf of, NABCOR for any purpose or in any manner whatsoever in the operation of his business, during, or after the expiration of this Agreement. MASTER BROKER agrees to indemnify and save harmless NABCOR from and against all claims, demands, damages, actions and causes of action, liability, expenses or costs arising out of any transaction participated in, or act committed or omission to act by MASTER BROKER. If suit is brought against MASTER BROKER and/or NABCOR on account of any such transaction or act of omission, MASTER BROKER shall, upon receipt of notice thereof, assume the defense and bear all expenses, cost, attorney's fees, and liability or damages which may be incurred. MASTER BROKER also agrees to promptly pay on demand when due all debts and obligations incurred by him, in the course of his business, during the term of this Agreement. MASTER BROKER's failure to perform any of the terms of this Agreement shall constitute a breach of this Agreement, which, at the sole option of NABCOR, shall entitle NABCOR to cancel this Agreement and to retain all payments theretofore made by MASTER BROKER, to NABCOR, under the terms of this Agreement.

32. In the event NABCOR is prevented from performing any of its obligations hereunder by reason of Acts of God, strikes, labor difficulties, riot, insurrection, or the act of any government body or by any other reason beyond its control, the delay occasioned thereby in supplying new or used automobiles or the failure to supply new or used automobiles, shall not be considered a breach of this contract.

33. The paragraphs of this Agreement are severable, and in the event any paragraph, sentence, word, or portion of this Agreement is declared illegal or unenforceable, the remainder of this Agreement shall be effective and binding upon the parties. No waiver of any breach of any of the covenants, agreements, or provisions herein contained shall be construed as a waiver of any subsequent breach of the same of any other covenant or provision. This instrument constitutes the entire agreement between the parties and there are no other covenants, promises, or agreements (written or oral), and no agent of either party has authority to make representations or other agreements (verbal or written) which modify or vary the terms or conditions of this Agreement.

34. BREACH OF CONTRACT: Breach of any of the terms and conditions of this Agreement or any fraudulent acts or misconduct by the MASTER BROKER shall, at the option of NABCOR, be cause for termination of this Agreement and all benefits hereof. However, both parties shall have thirty (30) days to rectify any breach. In the event such breach is not rectified, any monies owing NABCOR under this Agreement shall immediately become due and payable.

35. VENUE AND JURISDICTION: In the event that suit is brought by either party under the provisions of this or any other Agreement between the parties hereto, venue and jurisdiction shall be in the State of Pennsylvania and in the county which is the current principal legal residence of NABCOR. It is further agreed that for the purpose of interpretation, the laws of the State of Pennsylvania shall govern and the terms and conditions of this Agreement shall have precedence. Failure to enforce any of the provisions of this Agreement shall not be considered a waiver of that provision.

36. Any purchase agreement presented to NABCOR, and not acceptable to NABCOR, may be returned by NABCOR to MASTER BROKER.

37. RESTRICTIVE COVENANT: The MASTER BROKER further agrees that while this Agreement is in force, or after termination of this Agreement, he will not divulge to any person or persons, except in the normal course of carrying out the business of NABCOR, any of the latter's business or sales methods, forms, contracts, correspondence, letters, and all documents or copies thereof, pertaining to or relative to the business of NABCOR, including lists of customers or former customers, and will not solicit same nor use any of the above in any manner whatsoever, without the written permission of NABCOR. The MASTER BROKER also agrees that he will not employ or hire, in any capacity any person who, at the same time, is employed by or representing NABCOR in any capacity, and will not directly or indirectly induce any such person to leave their employment, unless the MASTER BROKER has obtained the prior written approval of NABCOR.

38. The MASTER BROKER further agrees that while this Agreement is in full force, and for a period of one (1) year after termination of this Agreement, not to compete in any manner whatsoever with NABCOR in any similar business, either as an individual, partner (active-inactive, silent), corporation, stockholder, or company in any city or county in which NABCOR, or its brokers, is engaged in business or is transacting business.

39. INJUNCTIVE RELIEF: NABCOR shall be entitled to injunctive relief and damages should MASTER BROKER breach any of the terms and conditions of the restrictive covenants contained in this Agreement, and that any monies owing the MASTER BROKER, by NABCOR, under the terms of this or any subsequent Agreement, may be applied as liquidated damages. This provision, or the restrictive covenants contained in this Agreement, may not be waived or modified by any subsequent Agreements, unless such waiver is specifically mentioned.

40. FILING OF CLAIMS: Any claim whatsoever against NABCOR, or other representatives of NABCOR, resulting from or arising out of this Agreement, or subsequent Agreements, that are not set forth in writing by registered mail, within thirty (30) days after date of such claim, or within thirty (30) days after termination of this Agreement, whichever applies, shall be considered waived. The restrictive covenants contained in paragraphs 37 and 38 of this Agreement shall be construed as independent of any other provisions hereof and the existence of any claim in course of action of the MASTER BROKER against NABCOR, whether predicated on this Agreement or otherwise, shall not constitute a defense to the enforcement, by NABCOR, or said restrictive covenants. The prospective MASTER BROKER, in consideration of the negotiation between himself and NABCOR that resulted in his signing of this Agreement, agrees to bind himself to paragraphs 37 and 38 of this Agreement, whether or not this Agreement has been accepted, signed, countersigned, or rejected by NABCOR.

The parties hereto certify that they have read all portions of this Agreement. This Agreement constitutes the final and complete understanding between the parties hereto and that no other representations or promises, verbal or otherwise, have been made, and that this Agreement will not become effective until accepted and approved by the NABCOR home office in Pennsylvania.

CHECKS SHOULD BE CERTIFIED OR EXCHANGED FOR A DRAFT PAYABLE TO NABCOR, INC.

WITNESS:

____

MASTER BROKER:

____

(Signed) (Title)

____

(Business Address)

____

(City and State)

____

(Home Address)

____

(City and State)

ACCEPTED:
NABCOR INCORPORATED
BY:

____

April 21, 1967

~~PL.~~
DEFT. Young
WIT.
DATE 4-11-73
EX. 1
FOR ID
BAR ASS'N. REPORTING SERVICE

Habcor, Inc.
Suite 503
1775 Broadway
New York, New York

Gentlemen:

A client of this office Sgt. Alfred J. Young, Sr. has discussed with us the proposal that he enter into an agreement with you which, as we understand, contemplates his selling automobiles to be furnished by you. He has shown us the form of "Application For License" given to him by your Mr. Michael Dana during a personal interview recently at your office. That form indicates that the applicant is to deposit with you the sum of $500 as a down payment towards the unspecified cost of a license or franchise. We do not find that the terms of such license or franchise or the respective responsibilities of the parties are spelled out in any detail.

If we are to properly advise our client we feel that we must have the following information from you in writing:

a) What, if any, provision is made by you to assist Sgt. Young in registering with the Department of Motor Vehicles of the State of New York as a dealer as is required by the Vehicle and Traffic Law and is the cost of such registration included in any of the amounts payable to you?

b) If you issue a license or franchise to Sgt. Young and he thereafter fails to obtain appropriate registration with the State of New York is the agreement with you then subject to cancelation and will his payments to you be reimbursed to him?

Page 2

c) What written agreement between yourselves and Sgt. Young will be required as the basis for the license?

d) In particular, does that agreement guarantee your ability to furnish cars when ordered by him and does it fix the prices at which you will furnish such cars?

e) In the event Sgt. Young enters into such an agreement with you are the cars furnished to him on arrival ready for immediate delivery to his customer with appropriate inspection certificates, pre-delivery servicing etc.?

f) What, if any, arrangement do you make for the disposition of used cars which your licensee may acquire as part payment for new vehicles sold by him?

g) What, if any, arrangement do you make for customer financing of automobiles which your licensee may sell?

Yours very truly,

SCANLON, WILLMOTT, AYLWARD & WIENER

Henry H. Willmott

HHW/bm

THE COURT: It is a large number for such a late hour.

I have been looking over the transcripts of the hearings of March 8th and March 12th, and I think we ought to establish at the very outset for the benefit of everybody here the ground rules which were agreed upon by the plaintiff at those two hearings for this motion. This, of course, is a hearing on the plaintiff's motion for a preliminary injunction, And we had a discussion about how to handle such a motion and not disrupt a deposition schedule which has been carefully worked out by the Court and the parties and which is going on at this very time, this very month.

And the agreement was, and the ruling of -- my ruling as to the only conditions that I would hear such a motion on, while the depositions are going on, that the agreement was, and my ruling was that the issues on this motion would be limited solely to the question of the cause -- let me back up. The issues would be limited solely to the alleged refusal of Colonial Cadillac to deal with the plaintiff in late February and early March of this year, and the questions of whether for one reason or another, there was such a refusal to deal and whether that refusal to deal was illegal. And I think that at the first hearing of March 8th, there was an indication that the -- or perhaps we were assuming that the claim of refusal to deal was a kind of boycott claim, a claim that General Motors and Colonial at that time conspired to deprive plaintiff of vehicles.

At our hearing on March 12th, Mr. Person said that he did not wish to be limited to that kind of what we call a boycott hearing, and that he wanted to be able to show that that refusal to deal was the result of another claim of illegality, namely, the situation about fleet certificates, and over the objection of General Motors, I agreed that we would allow Mr. Person to put on, and allow the plaintiff to put on proof, if he wished, that the alleged refusal of Colonial Cadillac to deal was the result of the fleet certificate situation. So the net of it, the issues before us tonight, are whether plaintiff is entitled to a preliminary injunction because of facts arising with respect to Colonial Cadillac, the question of whether there was any refusal to deal on the part of Colonial Cadillac, or caused by either a boycott initated by General Motors or by the fleet certificate situation.

Okay, why don't you proceed, Mr. Person.

MR. PERSON: Thank you, your Honor.

ROBERT M. MURRAY, called by the plaintiffs, having been first duly sworn, was examined and testified as follows:

DIRECT EXAMINATION

BY MR. PERSON:

Q Mr. Murray, will you state your residence?

A 561 River Road, Yardley.

THE COURT: You will have to speak up a little bit. The acoustics are bad and there are a lot of attorneys.

A 561 Yardley.

Q In the state of?

A Pennsylvania.

Q And what is the name of your employer?

MR. KLEINBARD: Excuse me, your Honor, could Mr. Person step back a little bit. We can't hear his questions back here.

THE COURT: Why don't you stand back at the podium and you talk loud, Mr. Person, and it will help Mr. Murray to talk loud.

Q Mr. Murray, would you please state the name of your employer?

A Colonial Cadillac, Inc.

Q And where are you employed?

A Trenton, New Jersey, 1655 Olden Avenue.

Q What position do you occupy at Colonial?

A Vice president.

Q How long have you been vice president?

A Since 1960.

Q What are your duties as vice president?

A Well, to serve part of the dealership and make decisions for the dealership.

Q Do you know what a fleet certificate is?

A No, I have never seen one.

Q Have you ever made any requests to General Motors for the issuance of a fleet certificate for any prospective customers of yours?

A No.

MR. KLEINBARD: Your Honor, could we have a time limitation also? As I understand it, we are talking about a time period of roughly either close to February, March, '73 or a little period prior thereto. I mean we are not going to go back, I trust, over the last ten or 13 years of history.

THE COURT: I think so far we are not --

MR. KLEINBARD: Beg your pardon?

THE COURT: Let us take it one step at a time. I think the question is all right so far.

Go ahead, Mr. Person.

Q Mr. Murray, I would like to show you a letter which is purported to be written by you on April 11, 1966 addressed to Mr. Hugh Dupuis, zone distribution manager, Cadillac Motor Car Division.

MR. KLEINBARD: Your Honor, that is what I was objecting to before. I just don't see that what happened in 1966 is going to be very useful to us in connection with why Cadillac, Colonial Cadillac did or did not --

THE COURT: We may have to get a little history. If there is a problem -- I just can't tell in advance. Let us see the document.

Are you going to use that as evidence tonight?

MR. PERSON: This is the only copy I have. I requested the production of an original and I got instead a photocopy.

THE COURT: Can't it be marked for identification?

MR. PERSON: Yes.

THE COURT: Is that in your motion papers?

MR. PERSON: No, this was supplied to us on Sturday by Paul, Weiss.

xx (Plaintiffs' Exhibit 1 was marked for identification.)

THE COURT: What is Plaintiff's Exhibit 1? May I ask the witness?

THE WITNESS: You mean what this is?

THE COURT: Yes. Do you recognize it?

THE WITNESS: Yes, I recognize it.

THE COURT: What is it, is it a letter?

THE WITNESS: A letter.

THE COURT: From whom to whom?

THE WITNESS: It is a letter from me to Mr. Depuis.

THE COURT: Of General Motors?

THE WITNESS: Yes.

THE COURT: Whatis the date?

THE WITNESS: April 11, 1966.

BY MR. PERSON:

Q Do you recognize that document?

A Yes.

Q Was this letter written by you?

A Yes.

Q In this letter, it states that: "Attached is a letter from Nabcor, Inc. requesting a fleet allotment to be purchased from Colonial."

I am skipping some words now:

"I wouldappreciate any help you may extent in transferring the Allcrest fleet allotment to Nabcor."

Did you say that in order to have Nabcor obtain a fleet certificate from General Motors?

A No.

Q What was the purpose then in writing this letter?

A Well, it was for a fleet allotment.

Q Would a customer be able to obtain a so-called fleet allotment without having a fleet certificate?

A Yes; I think so, yes.

Q Has this ever occurred with any of your customers?

A Yes.

Q How does this happen? How does a --

MR. KLEINBARD: Could Mr. Person come back.

THE COURT: I don't think anybody can hear you when you stand so close. May I see the letter for just a moment, please.

THE COURT: I want to make this clear, Mr. Person, we are having a hearing tonight, March 19th, and I think you understand the boundaries and you understand that we are having a hearing on the understanding that this can be limited and brief.

Now, you be guided accordingly, but the basic thing that -- and this was gone into very thoroughly when we established the ground rules -- the basic question is was there any refusal to deal in February, March 1963, and what was the reason.

Now, I know I am going to give you some latitude to go back with background, but I am going to be a little -- youknow, I am going to be concerned about still sticking within our ground rules so you be guided accordingly.

MR. PERSON: I will try.

THE COURT: Okay.

MR. PERSON: Is the hearing solely limited to tonight?

THE COURT: Certainly is. I see no reason -- we are not going to -- we went into this very thoroughly. If you have any idea that we are going to come back tomorrow night and the night after that and so forth, I thir that is -- youknow, I think the necessity of that would have to be demonstrated and to me pretty strongly. But let us try to proceed as much as we can tonight.

Q Mr. Murray, are you familiar with the procedure for the allocation of automobiles by General Motors to a fleet purchaser?

A Yes.

Q Would you please explain how this allocation occurs?

A Well, a fleet user requests cars early in the model year prior to new car introduction, and these fleet allotments are then alloted by Cadillac and designated for us to deliver them to the fleet user.

Q Are any fleet orders accepted after the commencement of the new model year?

A Not that I know of. I have never had any.

Q You have never had any fleet orders submitted to the factory by you after the commencement of the new model year?

A No.

Q When you say fleet user are you referring to a holder of a fleet certificate?

A No.

Q Does Colonial Cadillac sell cars on a fleet basis to people who do not have a fleet certificate?

A Yes.

MR. KLEINBARD: Just a moment. Would you please explain what a fleet basis is?

MR. PERSON: I was going to ask him that as my next question.

Q Would you explain what a fleet basis means, in your own understanding?

A Well, as I understand it, where a company buys cars for leasing to individuals or to companies, they then get a fleet allotment through their registration of these cars and these cars are made available by Cadillac for that fleet user.

Q What is this allotment? Could you explain what this term allotment means? Is this a number of cars in excess of any other cars which your dealership is permitted to sell?

A Yes.

Q Does this allotment extend to orders submitted by Colonial for fleet users who do not possess a fleet certificate?

THE COURT: What is the question, please?

(Question read.)

THE COURT: I think he has answered that three times.

MR. PERSON: I don't think he has, your Honor.

THE COURT: Haven't you told us that fleet purchases or fleet allocations, whatever they are, may relate to people who don't have this so-called fleet certificate?

A Yes. You don't need a certificate to get an allotment. That's what I am trying to say.

THE COURT: I think he said that.

Q What is a fleet user? How would one be able to ascertain a fleet user if he does not have a certificate?

THE COURT: Have you ever heard of the term fleet certificate?

THE WITNESS: I have heard of it but I have never used it to my knowledge.

THE COURT: You have never used it. Has anybody ever presented to you a fleet certificate as a basis for supporting their orders for cars?

THE WITNESS: No.

THE COURT: Never?

THE WITNESS: Not to my knowledge.

THE COURT: And have you ever discussed with General Motors the concept of fleet certificate?

THE WITNESS: No, not to my knowledge, I have never.

THE COURT: Do you know what the significance of this term "fleet certificate" is?

THE WITNESS: I am vaguely aware of it, yes.

THE COURT: When you say "vaguely aware of it" --

THE WITNESS: I think at one time when a fleet certificate was made available, if you sold two cars to someone you got one back. Now a fleet allotment gives you one for one, in other words.

MR. KLEINBARD: Sorry; we can't hear.

THE COURT: You better speak out. I will hear you. YOu speak to the whole audience.

THE WITNESS: My understanding of a fleet certificate, and not to my knowledge have I ever used one, was where a company or someone would buy a lot of cars and we would deliver two cars, we may get one in return, in our allotment.

Q One car for what purpose?

A For every two we deliver.

Q For every two cars you deliver?

A In a certificate.

Q On a fleet basis?

A That's my understanding of a certificate although I have never used it.

THE COURT: Let me see if I understand. Someone comes to you with a fleet certificate.

THE WITNESS: Never had anybody.

THE COURT: Well, but if they did, I don't understand what you mean by getting a car, one car for two or whatever it was. I just don't understand.

MR. KLEINBARD: Your Honor, may I just say this, that the witness has testified that he has never used it.

THE COURT: He has some knowledge.

MR. KLEINBARD: Obviously hearsay knowledge, your Honor, since he has never used it.

THE WITNESS: I have never used it but there is a difference between a fleet allotment and a fleet certificate in my understanding.

THE COURT: What is your understanding of a fleet certificate? You tried to explain it and I don't think I understood your explanation.

THE WITNESS: If a company was guaranteed a fleet certificate and a fleet number, a certificate number, as I understand it, the deal would be reimbursed one for two.

THE COURT: What do you mean one for two?

THE WITNESS: If we sold two cars to any large company that was approved, we would get one in return from the Cadillac Motor Division.

THE COURT: So if you would sell the two cars to the fleet certificate holder, right?

THE WITNESS: Yes.

THE COURT: And then Cadillac Motor Car Company would give you another car to sell, in other words, help your supply of cars?

THE COURT: That's right. But I never used it.

THE COURT: You never have used it?

THE WITNESS: No.

THE COURT: Okay, all right, Mr. Person.

MR. KLEINBARD: Your Honor, I move to strike his testimony on the grounds he has no personal knowledge of what he is talking about.

THE COURT: Well, the knowledge that you are talking about, the explanation, where do you get that from?

THE WITNESS: I guess hearsay as much as anything, I have heard of it but I have never used it.

MR. PERSON: Your Honor, he did write a letter to General Motors and requested transfer of the fleet certificate.

MR. KAPLAN: Objection.

MR. ROSDEITCHER: Objection.

MR. KLEINBARD: Objection, your Honor. That is not in the letter.

THE COURT: We don't have to have three objections. I am not going to strike the testimony.

MR. PERSON: I think the letter shows that he does have a background sufficient to communicate with the factory with respect to it.

THE COURT: I am not going to strike the testimony but obviously he is having difficulty explaining it.

Go ahead, Mr. Person.

BY MR. PERSON:

Q Do you understand that the extra car which is supplied to you is a car which you would be permitted to sell at retail?

MR. KLEINBARD: I object to that, your Honor, on the ground that he really doesn't know whether there is another car given to him on this basis. We are going into a whole speculative line which the witness himself has said he really doesn't know.

THE COURT: Well, a Cadillac dealer who says he has some knowledge, even if it isn't a precise knowledge, I would think he would know something, youknow, be competent to testify about his business.

MR. KLEINBARD: I am sorry, your Honor --

THE COURT: So I am not going to strike the testimony. I am not going to say it is hearsay. He is in the business.

MR. KLEINBARD: He has said it is hearsay and it was not in the business --

THE COURT: I appreciate your view. We have to have some order. I appreciate one person speaking and that's all.

Now, go ahead, Mr. Person.

Q Do any of the purchasers -- do any of the fleet purchasers from you have a fleet certificate, to your knowledge?

A I have no way of knowing.

Q Do you maintain any records at all with respect to whether the purchasers on a fleet basis in fact have a fleet certificate?

A No.

Q I have requested that those documents be produced tonight if any and have you brought any documents with you?

A Yes.

Q May I see the documents you have?

THE COURT: Do you have any documents about fleet certificates?

THE WITNESS: I have a pad of fleet certificates that I saw for the first time last week.

THE COURT: From your office?

THE WITNESS: Yes.

BY MR. PERSON:

Q Was there any discussion with representatives of the Cadillac with reference to this?

A No.

Q Any communication with the factory or General Motors Zone personally concerning this order or Nabcor or the customer?

A No, sir.

Q Was this car to be sold to Nabcor a new car?

A Yes.

Q And who was to sell the car to Nabcor?

A Colonial.

Q Did Colonial purchase the car from the Zone?

A No.

Q Who purchased the car from the Zone?

A I don't know.

Q Colonial did not order and purchase this Cadillac from GM Zone?

A Well, we ordered it from the Zone and had it shipped out of Detroit, I guess.

Q Did Colonial pay General Motors for this car?

A Yes.

Q Was Colonial the purchaser of the car?

A Yes.

Q Would Colonial be expected to sell the car to Nabcor?

A No.

Q Why not?

A I can sell -- I don't have to sell to Nabcor.

Q Who did sell the car to Nabcor?

A I did.

Q Personally?

A Yes.

Q And not the dealership?

A Well --

THE COURT: Well, he negotiated.

MR. PERSON: Your Honor, this is very important. I am leading up to something very important. I will tie it in. I would like to get the witness to state who it that sold the car.

THE COURT: I don't have the transaction completed. You may lead wherever you want.

MR. PERSON: I am trying to get the witness to state whether Colonial Cadillac sold this car to Nabcor or some other organization sold it to Nabcor.

THE COURT: Who sold the car to Nabcor?

THE WITNESS: I see. Can I explain, your Honor?

THE COURT: Yes, you can.

THE WITNESS: We have a subsidiary, wholly owned subsidiary company to sell cars, called -- called Colonial Leasing. Now, what we do we transfer the title from Colonial to Colonial Leasing and we sell the car from Colonial Leasing to all purchasers of this type that we do.

THE COURT: What do you mean of this type?

THE WITNESS: We sell them, whenever they go into our subsidiary company, wholly owned by us, we sell it to all the people who buy it on this discount basis.

Q Do you sell to fleet purchasers through Mercer Sales & Leasing?

MR. KLEINBARD: I object to the form of the question, because I don't think this witness has ever identified that he understands fleet purchases.

THE COURT: Overruled.

Q Do you make any sales through Mercer Sales & Leasing, Inc.?

A Do I, Colonial?

Q Yes, does Colonial make sales through a subsidiary?

A Yes.

Q Does it have a subsidiary named Mercer Sales & Leasing?

A Yes.

Q Are sales made through Mercer Sales & Leasing?

A Yes.

Q What is the purpose of having an organization other than Colonial making the sale to a purchaser of a new car?

A It is a matter of registration, your Honor, a matte of registration. We register the car before it is delivered.

Q You register it in whose name?

A Mercer Sales & Leasing.

Q And you transfer the title to the purchaser? Do you transfer the title from Mercer into the purchaser?

A Yes.

Q And is that a new car that the purchaser is buying?

A Yes.

Q Is Mercer a dealer?

A No.

Q Is Mercer the first registrant of that vehicle?

A In some instances.

Q Is this a common transaction?

A Yes.

Q How many times did you do it in the past six months?

A I wouldn't know. I have no way of knowing, but I could tell if I had a chance to look at my records, probably a hundred, I don't know.

Q Did Nabcor obtain a new car as a result of that transaction?

A Yes.

Q Even though Mercer is not a dealer?

A Yes.

THE COURT: Do you deny that Nabcor got the new yellow Cadillac?

MR. PERSON: I am arguing that we did not buy a new car, that the title was put through a leasing company which created in us a second title. The car was not sold to us as a new car. For what purpose I'd like to find out, your Honor. I have the title here. May I mark this for identification.

THE COURT: Is it not a new car?

THE WITNESS: No.

THE COURT: All right, now going back to the -- do I understand -- let us have this document marked as the next exhibit for identification. Let us go back to the transaction.

(Plaintiffs' Exhibit 10 was marked for identification.)

THE COURT: Now, what is Exhibit 10, please.

MR. PERSON: Exhibit 10 is a copy of certificate --

THE COURT: I asked for another exhibit to be marked.

xx (Plaintiffs' Exhibit 11 was marked for identification.)

THE COURT: That is this pink slip, Exhibit 11.

A What was the receipt for the car, your Honor.

THE COURT: And showing delivery to Nabcor and payment by Nabcor of the amount reflected therein?

THE WITNESS: Yes, sir.

THE COURT: And is it correct that they had paid yo some amount of money two days before that?

THE WITNESS: Yes, sir.

THE COURT: And how much had they paid two days before?

THE WITNESS: Well, I would prefer Miss Hartsough explain this bookkeeping system we have.

THE COURT: You are not sure?

THE WITNESS: No, sir.

THE COURT: They had paid some deposit two days before?

THE WITNESS: It wasn't.

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THE COURT: They didn't give you a certified check?

THE WITNESS: On the deposit, no. That is why the confusion.

THE COURT: By the 14th they had paid the money and they had gotten their car, is that right?

THE WITNESS: Yes, sir.

THE COURT: Did they order -- did they make any other orders or requests of cars from your company during the fall of 1972 or the spring of 1973?

THE WITNESS: Yes, sir.

THE COURT: Tell us about those occasions.

THE WITNESS: Well, after the fiasco with this one, when Mr. O'Brien came up -- to the best of my recollection he brought two orders with him.

THE COURT: When did he do that?

THE WITNESS: When he took delivery of this car.

THE COURT: And what happened at that occasion?

THE WITNESS: He asked when we could expect delivery and I said I'd let him know.

THE COURT: Did he leave the orders, written orders, with you?

THE WITNESS: I believe he did.

THE COURT: Do you have those?

THE WITNESS: I believe we do. Millie? Do we have those? Oh, no, we returned them to him.

MR. PERSON: I'd like to have the witness look at Exhibits 5 and 4 marked for identification and see if you can recall having seen these before.

THE COURT: All right.

THE WITNESS: I don't believe I even opened them.

THE COURT: Why didn't you open them?

THE WITNESS: Well, I was delivering the car to him at the time, and you know, I was talking to him and I don't believe I opened them.

THE COURT: What did you do with them?

THE WITNESS: I gave them to Miss Hartsough.

THE COURT: And what was the discussion with Mr. O'Brien on that occasion about two more cars, if any?

A I led him to believe or --

THE COURT: What did you say to him?

THE WITNESS: I said I would let him know whether I would have any cars available for him.

THE COURT: Was that the end of the conversation?

THE WITNESS: Yes, as far as I can remember.

THE COURT: What happened subsequently with

with regard to those two cars?

THE WITNESS: Well, then, I believe he called me. Now, I am not sure, but I believe he called me and I told him I didn't have any cars for him, available, and he said return the orders, which we did.

THE COURT: Now, why did you tell him you didn't have any cars available?

THE WITNESS: Didn't have any.

THE COURT: What do you mean you didn't have any, weren't you willing to place some orders for him?

THE WITNESS: I didn't have any orders to place for him, sir.

THE COURT: What do you mean?

THE WITNESS: I didn't have any cars to order these cars.

THE COURT: I don't understand. You ordered a car for him back in the fall?

THE WITNESS: Yes.

THE COURT: Now, couldn't you do the same thing again?

THE WITNESS: I could have but I didn't have cars available to order for him when I returned the orders.

THE COURT: Because you were in limited supply of Cadillacs?

THE WITNESS: Yes, sir.

THE COURT: And did anything -- so you returned the orders -- he said that --

THE WITNESS: Well, your Honor, I didn't want to do business that let a car sit for six or eight weeks withou picking it up.

THE COURT: Okay, Mr. Person.

BY MR. PERSON:

Q At that time when you refused to accept these two orders of Nabcor were you selling cars for full list?

A Oh, no.

Q Why weren't you selling them for full list if you had a short supply?

A Well, the marketplace demands what you sell them for. I did not set prices -- we meet our competition.

Q And yet you were limited in supply?

A Yes, sir.

Q And this supply is a supply that is created by the factory and not yourself?

A I don't know.

Q The limitation is set by GM and not by you?

A Well, I don't know who sets it, but we just get a certain number of cars to sell.

Q If you ordered cars through GM and you tell me that you don't have a sufficient supply of automobiles, is it General Motors which places a limitation on your supply?

A Yes.

Q How is that limitation conveyed to you?

A Well, it is not in writing. We are alotted a certain number of cars, a round number of cars per year that we are permitted to sell, and we sell according to our allotments each month.

Q What was your monthly allotment for the month of February, 1973?

A I don't know. We have our allotment sheets here, I think.

Q Were you trying to sell automobiles during the period when you rejected the two orders from Nabcor?

A I am always trying to sell cars.

Q How do you determine which orders to reject and which orders to accept?

A How much I receive for them, I guess, my profitability of the unit.

Q Does the ordering on a fleet basis have any bearing at all with your willingness to sell a car to a fleet user?

MR. KLEINBARD: I object to the form of the question. There is no indication he ordered on a fleet basis here.

THE COURT: Mr. Person, what we have got is a perfectly clear picture from this witness and you can -- but the fact is your client ordered a car and let it sit for two months and didn't pay the deposit and when he came in with two more orders the man wasn't willing to repeat what he termed the fiasco. If that is the ground fo a preliminary injunction why --

MR. PERSON: We tried to get delivery by December 25th and they refused it. The car came in --

THE COURT: Let us bring that in. Let us not try to skirt the problem.

MR. PERSON: He denied we had tried to obtain delivery by Christmas.

THE WITNESS: Never. Never.

THE COURT: This is what we came here tonight to see exactly what happened in this transaction and I think the questions about the transactions has been done by you. You haven't even offered to get into it.

MR. PERSON: Your Honor, I think the gist of this is the availability of cars. As long as General Motors does not make cars availabile to him, he is unwilling to sel to Nabcor because the price is not high enough. There are two different markets that we are dealing with, in this area of new cars. Nabcor is in the fleet market and as long as General Motors refuses to give us or to let Colonial sell on a fleet basis to any company it chooses to sell to --

THE COURT: That's your argument.

MR. PERSON: I am trying to elicit this.

THE COURT: I don't think you are getting that. But I will give you a little more time and then I am going to terminate the examination. If you can get somewhere -- but so far I want to -- you really haven't gotten to the facts and the only reason we have gotten to the facts is because I have interrupted and I apologize but I have had to. I will give you 15 more minutes and then the man can be cross examined and we will go to another witness.

BY MR. PERSON:

Q Could you explain how the allotment works?

A Which allotment?

Q The allotment from General Motors.

A Well, we have a certain area of responsibility to service, it is a national survey as I understand it as to how many cars will be allotted to our area of responsibility so that we can properly sell and service that number of cars. That's my understanding.

Q Now, does this area of responsibility involve sales made at retail by you or does it include sales made on a fleet basis?

A It is both.

Q How do you know that it is both?

A I say I just know, that's all.

Q I am sorry, okay.

Have you ever called the factory to obtain an allotment, a fleet allotment for a customer?

A No.

Q Have you ever written the factory for a fleet allotment?

A No.

MR. KLEINBARD: Was the question "ever"?

A Written the factory.

Q As far as you are concerned, every sale made by Colonial can be made either on a fleet basis or on a retail basis and there is no difference at all in the number of cars that you are permitted to sell by GM; is that correct?

A That's correct?

THE COURT: May I have the last question and answer, please.

(Record read.)

A From the allotment.

Q I am sorry, from your allotment.

A Yes. If I can't get them I can't sell them.

THE COURT: Both of you will have to speak up.

Q If you sold a car on a fleet basis, would that increase the total number of cars which you would be permitted to sell, bearing in mind that you do have an allotment at the beginning of the year? Would a fleet basis increase the total number of cars which your dealership would be able to sell?

A Yes.

Q Could you explain how that works, please.

A Well, as I said in the beginning, prior to new car announcement, prior to the showing of the new cars, people that we have sold to for years fleet business, write us a letter requesting a certain number of cars be made available to them. It is like during the model year on a month-to-month basis.

THE COURT: For instance, how many will they request?

THE WITNESS: They will all request, your Honor, more than they expect to get.

THE COURT: What are you talking about in terms of size one or two or three?

THE WITNESS: I would say the highest I would have would be somewhere in the neighborhood of 20 to 23 ca from one single fleet buyer.

THE COURT: Per what? Per year?

THE WITNESS: Yes, per model year.

THE COURT: And the average of this kind of purchaser would be what?

THE WITNESS: You mean at what I charged him?

THE COURT: No, I mean the number. You say the highest would be about 20?

THE WITNESS: Yes. We have some that we sell as l as five or ten to.

THE COURT: Okay.

BY MR. PERSON:

Q Does the sale then to these fleet purchasers increase the agreement number of cars which you are permitted to sell by GM?

THE WITNESS: Well, yes, I would say it does. It would increase your allotment.

Q Are you permitted -- are you permitted to sell to purchaser on a fleet basis and increase that allotment even if the purchaser does not have a fleet certificate?

A I am permitted to sell but I can't increase the allotment.

MR. PERSON: I would like to take a break, your Honor, or I am done with the witness.

THE COURT: Okay, you may cross examine.

CROSS EXAMINATION

BY MR. KLEINBARD:

THE COURT: On your last answer, what do you mean, you don't have the power to increase the allotment?

THE WITNESS: No, those allotments are set prior to the model run.

THE COURT: What Mr. Person is trying to get out, I think is, do you know whether or not the existence of a fleet certificate in some purchaser of yours, whether that effects the amount of cars that GM allots you?

THE WITNESS: No, I don't think it does.

THE COURT: All right. Now, cross examine, Mr. Kleinbard.

Q Mr. Murray, does General Motors direct you as to what kind of customers you can sell to?

A No.

THE COURT: Speak up, sir.

A No.

Q Does General Motors give you any instructions with respect to the prices you are to charge your respective customers?

A No.

Q Did General Motors ever tell you not to sell to Nabcor?

A No.

Q Did you ever ask General Motors whether you were to -- whether you could or could not sell cars to Nabcor?

A No.

Q Would your decision not to sell cars to Nabcor following your experience with the yellow Cadillac have been any different if Nabcor had been a fleet you had -- you had had a fleet user?

A I wouldn't have been happy with the situation.

Q Would it have made any difference if it had had a fleet user?

A Oh, no.

Q Does the fleet user have anything to do with whether you sell a car to a customer or not?

A No.

Q Now, do you receive an allotment from General Motors at the beginning of a model year?

A Yes.

Q And that is a round number of cars, is that correct?

A Yes.

Q And who you sell those cars to is up to you, is that correct?

A Yes.

Q You can sell them all at retail?

A Yes.

Q You could sell them all to the fleet users?

A Yes.

Q Or you can sell some to fleet users and some to retailers?

A Yes.

Q Do you make more money when you sell to retailers?

A Yes.

Q Than when you sell to fleet users?

A Yes.

Q Now, in the middle of the year a fleet user comes to you and wants to buy a number of cars for a fleet, are you in a position to service that fleet user out of your fleet year allotment?

A Yes.

Q What effect would that have on your other fleet user customers?

A None.

Q If you do not have enough fleet user cars in your allotment, how do you satisfy it?

A Well, we have a rule of thumb that if they are alloted 20 cars we might take 20 out of stock. Usually we don't take that many.

Q Well, do I understand correctly that if you elect to sell to a fleet user more than your allotment of fleet us cars they come out of your retail allotment?

A Oh, yes, absolutely.

Q And you can do that if you wish to do it?

A Yes, sir.

Q And you sometimes do it and you sometimes don't do it?

A Yes, sir.

Q And whether you do it or not is a decision reached by whom?

A Me.

Q And is that decision reached in consultation with anybody else?

A No.

Q By anybody else I mean at GM?

A Right.

Q Now, do you recall being subpeonaed in this

REDIRECT EXAMINATION

BY MR. PERSON:

Q In the course of that conversation had you indicated a willingness to deal with Nabcor?

A I don't think I made any statement either way, Mr. Person.

Q Had you --are you willing to deal with Nabcor?

A No.

Q Why didn't you state that during the conversation?

A I guess I was too polite or too stupid. Probably too polite, I don't like to just cut someone off. I never have. I am not built that way.

Q You mentioned something new and that was an allotment for fleet sales. In the course of the cross examination there was a reference by you to a fleet allotment. Could you please explain what a fleet allotment is?

A Well, prior to the model year, before the new cars are shown, some time in June and July, the people who have traditionally bought cars for fleet use have requested that we furnish them cars on their letterhead and they send it to us and we in turn send it to our zone office.

Q How do you know what the allotment

will be?

A I don't know until I receive it.

Q Until you receive the cars?

A Until I receive the allotment.

Q How is the allotment transmitted to you?

A It is on a breakdown sheet.

Q Have you produced this breakdown sheet?

A I am sure we have one.

Q May we see it?

A Certainly.

Q Do you have a list of all of the people who purchased from you as fleet purchasers?

A I think so. It would be 90 per cent or 95 per cen complete.

Q Has the factory cleared each of these purchasers fr the standpoint of having them possess a fleet certificate?

A I don't know. I don't know.

Q Has any order for a fleet transaction been refused by the factory so that the purchaser is unable to obtain the full amount of cars which he has ordered?

MR. KLEINBARD: I am sorry; I could not hear that question. Would you repeat it, please?

A I have never known it to be done during the model year.

MR. KLEINBARD: Would you let me hear the question, please.

Q Has any of the orders for the fleet cars been refused by the factory with the effect that the fleet purchaser has not obtained the full amount of cars he ordered?

A Never during the model year that I know of. Not with me.

MR.PERSON: I would like to see this.

MR. KLEINBARD: Right here (handing).

THE COURT: Let us have a short break now.

After the break, you can finish your redirect and then, do you have any further witnesses on this particular Colonial Cadillac transaction? because I want to remind you that you have submitted, although you had an opportunity to do so, you have submitted no further affidavits in addition to the affidavit on your original motion which mentioned the Colonial Cadillac transaction only in the most -- alluded to it among many others, so I have no further affidavit from you. So that really is a question of what evidence you can adduce tonight. And I want to stick to this transaction. Do you have any other witnesses on this transaction?

MR. PERSON: Yes.

here, and I am just trying to get all the whole setting.

Q Could you explain the circumstances of the delivery of the vehicle?

A The actual delivery of the car?

Q Yes. Or did you have any conversations with anyone at Colonial prior to the delivery concerning the availability of one or more automobiles?

A Yes, I did. On the morning of the delivery, Mr. Murray had phoned to -- I assume to find out what time I would be there. And I think I was going to be up around one and he suggested I come 2 to 3, I am not sure of the time, so he would be there at the time of the delivery. And that is what I did.

I arrived I think somewhere around 2:30 and had a chat with Mr. Murray while we were filling out the papers and making the car ready with tags and so forth to bring back to Jenkintown.

At the time, I had two orders for two more Cadillac automobiles in my pocket that I had mentioned to Mr. Murray on the phone, that I would bring up with me. And then in our conversation, Mr. Murray had mentioned that in the future his ability to supply us with automobiles would be contingent upon a meeting that he had pending with the factory, I don't know whether it was the next day or two days later.

Q I'd like to show you these exhibits marked for identification 4 and 5 and could you tell me if these are the orders which you are referring to?

A Yes.

MR. PERSON: I'd like to introduce these as evidence.

THE COURT: Any objection? All right, received.

(Plaintiffs' Exhibits 4 and 5 were received in evidence)

Q Did you have any further conversations with Mr. Murray about the ability of Colonial to fill those two orders?

A Just what I just stated, that he had a meeting scheduled with the factory and he would ascertain at that time if he was going to get additional automobiles and out of these cars he could supply us or if he didn't get them we would have a problem using him as a source.

MR. KAPLAN: Excuse me, Mr. Person, I realize you are ruling but I object for the record and move to strike the testimony about what Mr. Murray told the witness on the ground that Mr. Murray is not an employee of General Motors and the testimony is hearsay.

THE COURT: Overruled.

Q When you placed these orders with Mr. Murray, had you indicated to Mr. Murray that these were orders being placed on a fleet basis?

A No, I did not.

Q Did you agree upon a price with Mr. Murray?

A That had already been agreed upon sometime in September.

THE COURT: And that price was what?

A $550 over invoice, your Honor.

Q You mentioned that there were two orders in 1972. Could you explain the circumstances of the second order?

A Well, the second order went out to Mr. Murray marked to his attention I would say sometime within ten days after the original order, the one on the yellow Cadillac. And that was returned to me on the 15th of January with no explaination or what have you.

Q Did you communicate with Mr. Murray about it?

A Not at that time. I was concerned and preoccupied with getting the original car delivered and I figured that would be a better time to sit down and go over these things with him. That's why I wanted to meet with him when I went up to deliver that car.

THE COURT: Do I understand that after the order for the original Cadillac you sent in by mail another order?

THE WITNESS: Yes, your Honor.

THE COURT: That was about two weeks later?

THE WITNESS: Ten days, maybe a week.

THE COURT: And that written order was returned to you with no explanation?

THE WITNESS: The 15th of January, '73.

If I may, there had been earlier discussion with reference to that order with Mrs. Hartsough sometime in December because I inquired as to the disposition of that.

THE COURT: What did you inquire and what did Mrs. Hartsough say?

THE WITNESS: Is the automobile ordered and when can I expect delivery, and Mrs. Hartsough informed me it was being held in abeyance until we made delivery of the other car or words to that effect, I don't recall exactly.

THE COURT: Okay, go ahead, Mr. Person.

Q Did you communicate with Mr. Murray concerning this meeting to which you referred with employees of General Motors? Was there any further conversation with Mr. Murray about that alleged meeting?

A No. Mr. Murray told me that he would get back to me the latter part of the week. And when I didn't hear from him, it was about a week or so later, in ten days I finally reached Mr. Murray and inquired what success he had had.

THE COURT: I am confused. What are you talking about now, the second order or the --

THE WITNESS: No, sir. On leaving the agency, the pending meeting with the powers that be, whoever they were.

THE COURT: The two orders that you handed in when you took delivery of the yellow Cadillac?

THE WITNESS: Yes.

THE COURT: And you inquired of him?

THE WITNESS: Bob was to let me know whether he was going to be able to get additional automobiles to supply us.

THE COURT: What happened?

THE WITNESS: I didn't hear from him and I didn't hear from him for a week or so and I finally had success and he informed me that he would not be able to supply me the units.

THE COURT: Okay, Mr. Person.

Q Do you recall the date on which the yellow Cadillac was delivered to Nabcor and its customer?

A I believe it was the 14th of February.

Q Were you at that meeting? Were you at the transaction as it occurred?

A I picked the automobile up in Trenton.

Q Did you receive title to the automobile at that time?

A Yes.

Q Did you notice anything unusual about the title?

A Yes, I noticed it was title to Mercer Sales & Leasing.

THE COURT: Did that make any difference to you?

THE WITNESS: It was peculiar, it should have been titled to Nabcor. That would be the normal procedure.

THE COURT: Well, what happened, did you refuse it or what?

THE WITNESS: No, I did not.

THE COURT: Did it impair your ability to deliver it to your customer?

THE WITNESS: Yes, well, it's not good title. It will appear as a used automobile not a new car.

THE COURT: There was a Mr. Goldsmith?

THE WITNESS: He was the customer, yes, your Honor.

THE COURT: Was it delivered to him?

THE WITNESS: Yes, it was.

THE COURT: Was he told he is getting a used car?

THE WITNESS: He has not -- he is not aware of it as of now, as of this minute.

Q This to your knowledge -- this according to your own knowledge is an unusual transaction?

MR. KAPLAN: Objection, your Honor.

A I thought so.

THE COURT: Sustained.

MR. PERSON: I have no further questions.

THE COURT: All right, Mr. Kaplan.

CROSS-EXAMINATION

BY MR. KAPLAN:

Q Good evening, Mr. O'Brien. Mr. O'Brien, you testified that you sent Colonial a second order in September 1972 about ten days after you sent the first, isn't that right?

A October.

Q Pardon me, you testified that you sent that second order in October?

A Shortly after the original order.

Q When did you sent the original order?

A That would have been in October. If I said September, I'm sorry.

THE COURT: He said October.

Q Now, Mr. O'Brien you were deposed in this case on Friday just three days ago, isn't that right?

A That's right.

Q Do you recall being asked this question and giving this answer:

"Q Approximately when did you send in the order form?

"A Late September, I believe. It would have been within the next day of my original conversation with Mr. Murray."

Did you give that testimony Friday?

A Possibly.

Q Was it true?

A That would have been October.

Q I see, so your testimony Friday was incorrect, is that correct?

THE COURT: Mr. Kaplan, let's not quibble. We have got the signed memo from Mr. Murray, October 31, 1972.

MR. KAPLAN: It bears directly on the next question, your Honor.

Q Now you say in any event whenever the first order was sent you sent in a second one ten days later, is that right?

A Somewhere in there, yes.

Q Now, on Friday, when you were deposed, do you recall giving the following testimony in response to the following questions:

"Q Well, after you sent the order form in, when was the next time that you had any communication with anyone at Colonial?

"A Two weeks later.

"Q That would have been in October of '72?

"A Yes.

"Q And what was the occasion for that communication?

"A I wanted to find the whereabouts and the disposition of the car.

"Q So you did telephone Colonial?

"A Yes, I did."

Did you give that testimony Friday?

A Yes. If you say so. It's obvious I had the wrong month.

Q Well, you didn't say that within the two weeks after you sent in the first order that you sent in another one, did you?

A I don't recall.

THE COURT: We can all read. I get the point.

Q As a matter of fact, during your deposition on Friday we discussed every communication you have ever had with Colonial, didn't we?

A To the best of my recollection.

Q And you didn't mention the second order at all on Friday, did you?

A I don't recall that. Didn't I?

Q Well, you did not, Mr. O'Brien.

A It's quite possible.

Q Do you recall having mentioned it on Friday?

A I do not.

Q Now, you say that you told Colonial that you wanted delivery on the car that you ordered by Christmas, is that right?

A That's right.

Q And you testified here before that you told them that for the first time in late November, is that correct?

A Yes.

Q But you had ordered the car a month before, had you not?

A That's correct.

Q Now then you testified a few minutes ago that in December you talked to Mrs. Hartsough at Colonial and you asked when you were going to get the car that was ordered in the second order, didn't you?

A In the what?

Q In the second order, didn't you?

A Yes, that's correct.

Q And you said that she told you that that order was being held in abeyance until you got -- until Colonial was paid on the first order, didn't you?

A No, she didn't say anything about pay. Delivered.

Q Delivered, I see.

A Correct.

Q Now you didn't say anything about that telephone conversation with Mrs. Hartsough on Friday when you were asked, did you, Mr. O'Brien?

THE COURT: I tell you I will take your representation, Mr. Kaplan. You represent to me that he was asked questions which would have brought this out and --

MR. KAPLAN: I can do it more simply. Pages 27, 28 of the deposition.

THE COURT: I am not going to take time to have the witness do it. What's the page?

MR. KAPLAN: Excuse me, your Honor, may we have a moment.

Q Mr. O'Brien, the fact is that at least as early as November 27 Mrs. Hartsough wrote you a written memorandum requesting a deposit on the first vehicle you ordered from Colonial, isn't that right?

A That's right.

Q And the fact is that Nabcor made no payment whatsoever with respect to that automobile until sometime in February 1973, isn't that correct?

A The arrangements were made with Mr. Murray as to the payment of the car.

Q Did you make those arrangements?

A Yes, I did.

Q Well, now, did Mrs. Hartsough write you and ask you for a deposit?

A She enclosed that with the copy of the factory order.

Q But you didn't make the deposit, did you?

A No, we had previous arrangements with her superior.

Q Now when is it that Mr. Murray and you arranged about the deposit on the car?

A There wasn't to be a deposit, it was to be certified check.

Q And when did that conversation take place?

A My original conversation with Mr. Murray.

Q So it's your testimony that in your original conversation with Mr. Murray, there was no discussion about a deposit at all?

A No, certified check.

Q Well, I am not quite sure I understand, Mr. O'Brien. Just what is it that Mr. Murray said about payment on the first occasion?

A He wanted certified check at delivery.

Q At delivery?

A Sure.

Q And you didn't tell us anything on Friday about Mr. Murray's asking you for a certified check on delivery when you were asked about that conversation, did you?

A That's possible.

Q Well, did you or did you not tell us on Friday --

MR. PERSON: Your Honor, the record speaks for itself.

THE COURT: Yes, it really does, counsel.

MR. KAPLAN: Your Honor, the first discussion concerning or rather the testimony concerning this witness' discussion with Mr. Murray is in the transcript at pages 9 to 19 of the deposition.

THE COURT: All right.

Q Well, Mr. O'Brien, when you got the letter from Mrs. Hartsough asking for the deposit, what did you do about it?

A I didn't do anything about it.

Q You didn't acknowledge it?

A I didn't feel it was necessary.

Q You didn't call her and tell her you understood the deal was you were to pay on delivery?

A I had mentioned that to her previously.

Q And when did that occur?

A Could have been any one of the conversations you have recorded there.

Q Oh, no, come on, Mr. O'Brien, when is it that you called her up and told her that?

A I didn't call her up to tell her that.

Q When is it that you communicated to Mrs. Hartsough the fact that you were not going to make a deposit on this transaction if ever?

A As a matter of fact, in the conversations, to the best of my recollection, she never demanded a deposit, she suggested it would be a proper thing to do because this specific automobile was most unusual with all of its equipment, sunroof and color and what have you, and I informed her that that had been worked out, the automobile was ours. There was no problem there regardless of what would happen to the car, we owned it.

Q Mr. O'Brien, the fact is you got the memorandum asking for a deposit, right?

A That's correct.

Q And in late November 1972 you testified on Friday that you had a telephone conversation with Mrs. Hartsough the week before Thanksgiving and that she asked you to send money with respect to the first order, isn't that correct?

A That's possible.

Q And again in January 1973 you telephoned Mrs. Hartsough and she again told you she wanted a down payment on the car, isn't that right?

A May I explain that?

Q Well, is it correct, did she tell you in January that she wanted you to make a payment on the car? That's a simple question.

A I didn't want her to sell the automobile, which she implied that they had salesmen trying to move the car.

Q She didn't imply at all, she told you she was going to sell the car if you didn't make a payment?

A That's exactly what she said, if she could. In order to insure that we'd have the car when I brought my man up there I told her we would send a piece of money. She wanted $2000 not $500. This was a telephone conversation.

Q Let's see where we were. It seems a week before Thanksgiving she asked for money for the car, right?

A Possibly.

Q And then she sent you a letter dated November 27 and asked for money on the car, isn't that correct?

A Yes, well, you have that written there.

Q Well, do you recall testifying to that effect on Friday?

A Right.

Q And then again in January she called and said she was going to have the car sold if you didn't make a payment?

A No, I called her.

Q Pardon me. You called her and on that occasion she told you the car would be sold if you didn't make a payment?

A I told her I wanted the automobile and we were going to take delivery within four or five days, possibly a week.

Q And she asked you to make a down payment on that occasion, isn't that right?

A To insure that the automobile would be there, she wouldn't be responsible if she didn't have a piece of money to hold it.

Q But she asked you for the money, isn't that right?

A She asked me for $2000.

Q All right. And the fact is that the first money that Colonial saw on this car didn't arrive until sometime in February shortly before you picked it up, isn't that right?

A That's correct, but normally they wouldn't get any of it until we picked the car up and if we didn't pick it up we owned it.

Q When you say normally, you are referring to your own business practices, isn't that right?

A That's correct.

Q You are not referring to any established course of dealings with Colonial, are you?

A Well, I would assume that's the way they operate.

Q Well, thefact is that you have been national sales director of Nabcor since September 1972, isn't that correct?

A That's right.

Q And with the exception of one Cadillac that was delivered on Febuuary 14, 1972, Colonial has never sold Nabcor another car as long as you have been employed by it, is that correct?

A That's correct.

Q So there was no established course of dealings that you were aware of between Nabcor and Colonial respecting a deposit?

A I was aware of it. We had done business with them since 1966.

THE COURT: Let's not labor that, Mr. Kaplan.

MR. KAPLAN: I realize that, your Honor.

Your Honor, that's it. We are through with the witness.

THE COURT: All right, now, you may step down.

(Witness excused)

THE COURT: What other witnesses?

MR. PERSON: Mrs. Hartsough, your Honor.

MILDRED HARTSOUGH, called as a witness by the plaintiffs, being first duly sworn, testified as follows:

DIRECT EXAMINATION

BY MR. PERSON:

Q Mrs. Hartsough, would you please give us your address?

A 476 South Logan Avenue, Trenton, New Jersey.

Q And the name of your employer?

A Colonial Cadillac.

Q How long have you been employed by Colonial?

A 18 years.

Q What is your present position?

A Clerk, title clerk, general office duties.

Q How long have you held this position?

A Ever since I have come here.

Q What are the duties of a title clerk?

A Title clerk processes titles, all kinds of documents for the company, but I do the billing and financial contracts, I assist in getting cars delivered, leasing and retail.

Q Are you familiar with fleet transactions?

A Yes, I am.

Q Are you familiar with transactions other than fleet transactions?

A Yes.

Q Can you recall the approximate date?

A It was -- it was in our November allotment, it would have been the latter part of September. I don't have the date here available at this time. But we order cars one month in advance, so it would have been probably ordered in the month of November.

Q Was the order made by Colonial Cadillac?

A Yes.

Q Was this made against a retail or a fleet allotment?

A It would have been a fleet deal. It wasn't a retail deal.

Q Had you had any communications with Mr. Murray concerning whether this was a fleet or a non-fleet transaction?

A He told me to order a car for Nabcor. It was a loaded Coupe deVille with a sunroof, an exceptional car, which we did.

Q And did he tell you to order it as a fleet transaction?

A Yes.

Q Did he seem to understand the meaning of the term fleet?

A Yes.

Q Was there any discussion between you and Mr. Murray about the issuance of a fleet certificate for Nabcor?

A No.

Q Do you know if Nabcor has a fleet certificate?

A No.

Q Have you communicated with General Motors about Nabcor?

A No.

Q Would the acceptance by the factory of this order on a fleet basis have increased your retail allotment?

A No.

Q Would it have decreased your retail allotment?

A Yes, it would. This came from our own inventory. Our own allotment. It was in the alloted car, it was one from our regular stock, regular allotment.

Q I thought it was a fleet transaction.

A It is.

Q If it is a fleet transaction how does it reduce your retail allotment?

A Because we did not get a special allotment and Nabcor has no special allotment for us, therefore we were never given a car by General Motors specifically for Nabcor.

Q So that the number of cars at retail which you had available to sell during that time was reduced by the Nabcor transaction?

A That's right.

Q Is the reason for the reluctance of a dealer to deal with Nabcor --

MR. KLEINBARD: I object to the form of that question.

THE COURT: Sustained.

Q What procedure should be gone through in order to obtain an additional -- in order not to reduce your retail allotment by that one car.

MR. KLEINBARD: I object to this question.

THE COURT: Sustained.

Q Does the reduction by one car of your retail allotment reduce the profitability of Colonial Cadillac?

MR. KLEINBARD: I object to this, your Honor. There is no indication that this witness is informed about it.

THE COURT: Sustained.

Every time you sell a car it takes away from the stock of available cars you have to sell, doesn't it?

THE WITNESS: That's right.

THE COURT: That's true of every sale you make, isn't it?

THE WITNESS: That's right. That's up to whatever the company decides to do with the allotment, they can do.

of title in the car with Mr. Murray?

A On cars --

MR. KLEINBARD: Are we going to continue to go into this, your Honor? The car was delivered and paid for by their customer.

EXAMINATION BY

THE COURT:

Q Was the title put -- of the yellow Cadillac, was it put in Mercer?

A Yes.

Q Why is that?

A We do this as a procedure to keep the cars in our zone of influence, the titling of the cars.

Q What do you mean by your zone of influence?

A This is to keep it in our own territory because it's titled at 1655 North Olden Avenue and then on the back it says signed to Nabcor on the back and it's negotiable in Pennsylvania. Jersey title is negotiable anywhere for any car. It's got Nabcor's name on the back and we have signed it, we have released the car to Nabcor.

Q Is the reason for your having titled it in this fashion, is to insure that the first registration of the vehicle occurred within your own area of responsibility?

A That's right.

Q And this is done in lieu of having the first registration effected outside of your zone?

A True.

Q Is there any reason for wanting to have title at the first instance being made in your territory? Does the quota have any meaning?

A This is up to the company, it's not my jurisdiction.

Q Did Mr. Murray tell you to title the car this way?

A This is the company's procedure.

Q Did you ask him whether you should title this way?

A I couldn't say. I probably acted on my own action.

Q In asking Mr. Murray about this?

A He would have told me to do it, I am quite sure. I can't recall whether I did or not, to tell you the truth.

Q Did you discuss the reason for wanting to title the car in this way?

THE COURT: I am perfectly open. If this

is a valid issue, please explain it to me.

MR. PERSON: Let me explain the relevance. That the factory in our opinion has a method by which it refuses to allow its dealers to sell cars outside their established territory and the method by which dealers obviate this unlawful requirement by the factory is to have title first put in the name of a nominee a fictitious or otherwise unimportant company so that the first registration appearing in the Polk registration list is an acceptable area for registration and thereby it coutns in the quota for that dealer.

If the car is sold to a dealer outside the territory as the first registration it does not count towards the sales performance record or the efficiency record of that dealer and therefore the dealer can lose its franchise. This is part of a very sophisticated system.

MR. KLEINBARD: Excuse me, your Honor. Now we are having a brand new issue which is being testified to by Mr. Person.

THE COURT: It's not being testified to. He is explaining what he is getting at.

MR. PERSON: We have evidence on this, your Honor.

THE COURT: The thing is there is no showing that new -- we came here tonight to deal with an issue on a limited basis by an agreement and the question is really whether there was something going on between Colonial and GM that prevented Nabcor from getting cars. Now, they got the one car that he really -- they have got a car.

MR. PERSON: There was no title.

THE COURT: -- in November despite this Mercer problem.

MR. PERSON: We wanted to deal with Colonial and Colonial felt in order to avoid the factory it had to use a subterfuge in order to deliver the car.

THE COURT: But the car they got.

MR. PERSON: They won't deal with us as a result of this.

THE COURT: Let me finish, please. The car they got was titled through Mercer so that car was not prevented from being delivered to Nabcor. Now, at 20 minutes to 10, I really --

MR. PERSON: I am done with the witness, your Honor, but it's a used car as a result.

THE COURT: All right.

MR. PERSON: We bought a new car.

THE COURT: Not as represented by Nabcor to its customer, as I understand.

Do you have any cross?

MR. KLEINBARD: Very brief cross, your Honor.

CROSS-EXAMINATION

BY MR. KLEINBARD:

Q Mrs. Hartsough, did you have any conversations with anybody from Nabcor with respect to a deposit with respect to this car, the yellow Cadillac?

A Yes.

Q Would you tell us what they were?

A I had a discussion with Mr. O'Brien.

Q When was the -- approximately when was the first discussion you had with Mr. O'Brien on the subject of a deposit?

A Well, the first thing was a small note that went with the confirmation, requesting a $500 deposit because it was an unusual car, exceptionally loaded. If it had been a normal car or if we had dealt with them over the years as a constant customer, we probably wouldn't have asked for it, but they were -- it was a new outfit as far as being out of Pennsylvania, and it was a heavy car, as I said.

Q By heavy car, you don't mean the weight of the car, do you?

A No, I am sorry, I meant.

Q What do you mean?

A Fully equipped.

Q And does that go to the expense of the car?

A Yes, it does.

Q Was it a more than average expensive car?

A Yes, it was over $10,000.

Q $10,000?

A Yes.

Q All right, and so with the confirmation of the order, you sent a note requesting a deposit?

A That's right.

Q Can you put an approximate date on that note, on that note in which you requested the deposit, was it November 27?

A That sounds like it.

Q Did you get the deposit?

A No, I did not.

Q As a result did you have any further conversations with Mr. O'Brien about the deposit?

A Later on I did.

Q How much later?

A We didn't get the $500 and the car finally -- first of all, it takes quite a while to get a sunroof car.

Q A sunroof car?

A Yes, it takes much longer than a normal car, so the car was quite a while getting into inventory. When it did finally arrive, which was in mid-December, I informed Mr. O'Brien that it was here, and I think we got it on --

Q What did you ask him to do with respect to the car?

A To pick it up.

Q Was that before Christmas or after Christmas?

A No, I had dated an invoice dated December the 28th thinking that he would be able to pick the car up at that time.

Q And I show you a paper dated December 28 and ask you whether you can identify this as the invoice which you prepared?

A That was the original one.

THE COURT: I am not clear. It came in when, in mid-December?

THE WITNESS: Yes. 12/18.

THE COURT: Did you talk to Mr. O'Brien about when he could pick it up?

THE WITNESS: Yes.

THE COURT: What did you say to him as to when he could pick it up?

THE WITNESS: We had an exceptional December, there were quite a few cars, and cars that would have come in ahead of his would have to be processed and then we were closed down for part of the Christmas holidays so that it presented a problem getting the cars ready at the same time.

THE COURT: When did you say he could pick it up?

THE WITNESS: December 28th invoice was dated, and it would have been available at that time for him.

MR. KLEINBARD: I'd just like to mark this.

THE COURT: All right, General Motors Exhibit A.

Q This is the first exhibit?

A Yes.

MR. KLEINBARD: May I mark this, please.

(Defendant General Motors Exhibit A was marked for identification)

MR. KLEINBARD: I am offering that in evidence, your Honor.

THE COURT: Any objection?

MR. PERSON: I'd like to see it.

No objection.

THE COURT: All right, received.

(Defendant General Motors Exhibit A was received in evidence)

xx

THE COURT: You say this is an invoice dated December 28?

THE WITNESS: That's right.

BY MR. KLEINBARD:

Q Now, did Mr. O'Brien come in and pick up the car on or about December 28?

A No, he did not.

Q And as a result of that, did you have to make any change in your -- well, what happened then?

A We kept the car for a while, anticipating getting it delivered to him, and aftera while, we felt that he wasn't going to take it.

Q So what did you do?

A For several days we didn't hear anything from him.

Q So what did you do?

A We put the car on the showroom floor, and took the sold ticket off it and made it available for sale.

Q And did a customer come in?

A Yes.

Q That was interested in the car?

A Yes, after a while we had someone finally interested in the car, and we were anticipating selling it for retail because we wanted to get rid of this car, we didn't want to hold it if Mr. O'Brien wasn't going to pick it up.

Q Now, during -- this is I take it sometime in January?

A That's right.

Q Now, did you hear from Mr. O'Brien during January?

A Yes, we had -- I called his office on a couple of occasions and spoke to his secretary, I believe he was sick for about -- for several calls, I wasn't able to reach him.

Q Or at least that's what you were told?

A That's right.

Q And did you eventually reach him and were you able to tell him that if he didn't come in to get the car that it was going to be sold?

A That's right. We had a discussion regarding that.

Q Can you place that conversation for me in time in any way, whether it was in the latter part of January or the middle of January or --

A It would have been during the month of January.

Q During the month of January?

A Yes.

Q And what did he say to you when you told him that you were going to sell the car?

A Well, he kept saying he wanted the car, he wanted it. And I told him on one of the conversations I had that we had had it on the showroom floor and he said hold it for me. I said we have had the car all of this time and on Mr. Murray's instructions, he told me that if we could only hold the car for Mr. O'Brien if he sent us a deposit of $1000.

Q And did he do so?

A At first he didn't. Then he called me again and this time he said he would send me a check for $1000.

Q I show you what appears to be a Xerox of a check dated February 7, '73, and ask you if you can tell me if this is the check you received from Mr. O'Brien.

A Yes, it is. I had asked for a certified check, but he had said he didn't know if he could get out to have it certified. When we got it, it was not certified.

Q But it was inthe amount of $1000?

A It was.

Q And did the check clear?

A It did.

MR. KLEINBARD: I offer it in evidence.

THE COURT: Any objection?

MR. PERSON: No objection.

(Defendant GM Exhibit B was received in evidence)

xx

MR. KLEINBARD: Your Honor, as long as we have had so much discussion about Mercer Leasing, etc., I point out that this check from Nabcor or allegedly from Nabcor is on a bank account for U. S. Sales & Information Inc.

THE COURT: Let's not have another issue.

MR. KLEINBARD: I just raised onecomment.

Q I have one more question or two. Following receipt of that check, did you revise your -- did there come atime when Mr. O'Brien said he would be in with the balance of the money and to pick up the car?

A Yes, he said he would be in a couple of days.

Q And was that date every fixed to a particular date?

A Yes.

Q And was that date February 14?

A It was.

Q And on that occasion, did you revise your invoice from December 28, 1972 to February 14, 1973?

A I did.

Q And is this the revision?

A That's right. It's the same invoice, I just changed the date here, same thing I had made out originally.

Q And just changed the date to February 14, 1973?

A That's right, I had kept the deal.

MR. KLEINBARD: I offer it in evidence.

THE COURT: All right, received.

MR. KLEINBARD: I have no further questions.

(Defendant GM Exhibit C was received in

evidence)

MR. KLEINBARD: I have no further questions.

MR. PERSON: I have one or two questions.

REDIRECT EXAMINATION

BY MR. PERSON:

Q Mrs. Hartsough, are you familiar with the ten-day report filed by a dealer with the factory?

A Yes.

Q How did you report the sale of this Cadillac on the ten-day report?

A We don't have the ten-day report like you are mentioning. We have changed our method and I have just a report card to send in to the factory, and I put it in as a lease deal.

Q You reported to the factory that you sold this car to your subsidiary?

A No, I sold it to Nabcor.

MR. KLEINBARD: She didn't say that.

MR. PERSON: I am sorry, I jumped to a conclusion.

Q You reported that the title went to whom?

A Nabcor has the title. It will be eventually titled in Nabcor's name.

Q How did you report thi- to the factory?

A Nabcor.

Q And one last question: Do you recall Mr. O'Brien requesting that the Cadillac be delivered before Christmas?

A That I do not remember, no.

MR. PERSON: No further questions.

THE COURT: All right, do you have any other evidence in support of your motion, Mr. Person?

MR. PERSON: Yes, your Honor.

THE COURT: All right, you may step down.

(Witness excused)

MR. PERSON: I would like to be able to call Mr. Dupuis, who is the fleet manager of General Motors zone to be able to establish that there is an allocation system which causes us the difficulty and that it is intertwined with that fleet certificate.

THE COURT: Do you have any other evidence about the Colonial, specific Colonial transaction and the reasons for it and the facts surrounding it?

MR. PERSON: I don't know how much of what Mr. Maiorana can testify to would be hearsay. I am struggling to recall exactly how much he could testify to on that but I will need to call Mr. Maiorana.

THE COURT: All right, let's start with

Q Is the allotment an allotment which consists of one figure or does it consist of more than one figure?

A I don't understand.

Q Does the allotment for a year for Colonial, let's say, consist of a single figure such as 800 cars or does it consist of a breakdown of so many cards for fleet sales, so many cars for non-fleet sales?

A I am sorry, I still don't understand the question.

Q Could you describe the system of allotment of new cars to a dealer in your zone?

A Well, we receive the figures of alloted cars from our central office.

Q Is this the regional office?

A No, this is from the central office.

Q The national office?

A National office. Now, this will include a small amount for fleet. This usually -- I'd say this runs --

THE COURT: Is this per dealer or for the zone?

THE WITNESS: This is for the whole zone. This is a small amount. And it's given to a dealer.

It's worked up, using the R. L. Polk registrations, leading us to a percentage, to come up with a suggested figure for a dealer on retail.

Q On retail. You use the R. L. Polk registrations. Can you explain what the R. L. Polk registrations are?

A Well, R. L. Polk registrations are the registrations in a given area of any Cadillac, and the high price group which is its competition, the high price group, which is competition.

Q In this case which car would that be?

A I don't know all of them but that would be a Lincoln, Mark 4, Olds 98.

MR. KLEINBARD: Could you keep your voice up, please?

THE WITNESS: Olds 98, Lincoln. Buick Electra 225.

Q R. L. Polk registrations publishes a list of all new automobiles --

THE COURT: I think we get the point. I wanted him to go ahead and tell how --

Q Do these registrations -- are these registrations indicated as a fleet transaction or a retail on the R. L. Polk registrations. Do you know whether it's been a fleet sale or a retail sale?

A I don't understand you. Will you repeat that?

Q When you read the R. L. Polk registrations can you tell whether the sale was made by fleet or by retail?

A No.

THE COURT: It's just a statement of the number of registered cars of these categories or this category in the area, is that right?

THE WITNESS: Right.

THE COURT: The Cadillacs, the Buick, high-priced Buicks and high-priced Oldsmobiles?

THE WITNESS: Right.

THE COURT: And you used this to determine what?

THE WITNESS: His percentage.

THE COURT: Whose percentage?

THE WITNESS: The dealer's percentage. In other words, if you convert this to a percentage of the total.

THE COURT: All right, now, does the R. L. Polk give you the number of registered cars in this category in the particular dealer's area?

THE WITNESS: Yes. Yes, it does, your Honor.

THE COURT: And you can compare that with the number of cars in this category in another dealer's area and so forth, right?

THE WITNESS: Well, in other words, if you relate this to a percentage, in other words, a percentage to your complete total, and you use this percentage against your available cars, for a given month, it comes out in units?

THE COURT: In other words, you are trying to figure out how -- you have got a total allotment, right, of cars?

THE WITNESS: Right.

THE COURT: And you are trying to figure out how many of these cars you can give to X dealer and how many to Y dealer, right?

THE WITNESS: Right.

THE COURT: And you figure out out of the total -- and you know that you get from the R. L. Polk the total number of cars, the high-priced cars in your whole area, right?

THE WITNESS: Right.

THE COURT: And then you figure out the total number of high-priced cars in the dealer's area, right?

THE WITNESS: Right.

THE COURT: And you just figure a fraction or a percentage?

THE WITNESS: Right.

THE COURT: And that helps you in allocating your cars?

THE WITNESS: Right.

THE COURT: Okay.

BY MR. PELSON:

Q Does this allocation, and allocation of cars for a retail sale?

A Yes.

Q Do you use R. L. Polk figures at all to determine any allocation on a fleet basis?

A No.

Q Are there any quotas at all on a fleet sale? Are there any limitations on the number of cars a fleet purchaser can buy?

A I still don't understand the question, I am sorry.

Q If a --

THE COURT: Letme ask you this: We had a lot of talk about fleet. Now, nobody has testified, am sorry. Does the sale come out of Colonial's retail allotment?

MR. KLEINBARD: I don't know what question is being asked.

Q If a fleet purchaser, through Colonial, buys a car on a fleet basis and does in fact have a fleet certificate, is Colonial given one additional car for -- to make up for the car that was sold?

A I still don't understand the question here.

MR. KLEINBARD: Your Honor, could we establish whether there is any connection between a fleet certificate and a fleet allotment? I think that would clarify the issue here.

THE COURT: Why don't you ask that. I thought that had been asked of Mr. Murray.

MR. KLEINBARD: It was asked of the witnesses but not of this witness.

Q When a person buys through Colonial --

THE COURT: Is there any connection between a fleet certificate and a fleet allotment?

THE WITNESS: No.

RTHE COURT: Okay. What was the next question?

Q When a person without a fleet certificate buys a car from Colonial on a fleet basis, does that car come out of Colonial's retail allotment?

A I think you have to redirect the question. It doesn't --

THE COURT: He doesn't understand the question.

THE WITNESS: I don't understand it, your Honor.

THE COURT: Let's try to rephrase that, Mr. Person.

Q Does the factory make available any cars on a fleet allotment basis for purchasers who do not have a fleet certificate?

A Yes.

THE COURT: The answer is yes?

THE WITNESS: The answer is yes.

Q Could you name these purchasers? Do you know of any purchasers?

A I do not know.

Q You do not know of any purchasers for whom this is applicable? Do you know of any names of purchasers who buy with a fleet certificate?

A I do not know.

Q Are you the fleet manager?

A No.

Q Do you allocate the cars on a fleet basis?

A Yes.

Q And you don't know the names of the persons who buy on a fleet basis?

A I don't understand the last question, please.

THE COURT: What is your problem about understanding?

THE WITNESS: Well, he --

THE COURT: We have had the term fleet basis and fleet allotment and all those terms. Now, you know those terms, don't you?

A Yes, I do.

THE COURT: What is a fleet allotment?

THE WITNESS: It's an allotment that is given to a dealer handling a fleet company, that he requests.

THE COURT: Handling a fleet company?

THE WITNESS: Company. That he requests.

THE COURT: Does he tell you the company he is handling?

THE WITNESS: Yes, he does.

THE COURT: All right, and is there a specific allotment made for that specific customer of the dealer?

A Yes, there is.

THE COURT: And would some of those kinds of fleet companies be, say, New York Telephone or AT&T or Hertz or Avis?

THE WITNESS: More like Hertz or Avis, it would be in the least companies.

THE COURT: The lease companies. Okay. What's the basis for giving these people fleet allotments for those companies?

THE WITNESS: In other words, a dealer would request an allocation for them, because he, saying, that he needs some extra help to handle these particular accounts.

THE COURT: Why does he need extra help?

THE WITNESS: Because he does not want to take it out of the retail allocation. And these are lease companies.

THE COURT: What kind of volume are you talking about?

THE WITNESS: Well, we are talking about less than the -- the allocation I receive from our central office is less than 10 per cent of our issue.

MR. KLEINBARD: Keep your voice up, please.

THE COURT: For a particular dealer would this be some particular dealer who wants to sell to Hertz or Avis?

THE WITNESS: Yes.

THE COURT: And what kind of numbers does he have to send in to you?

THE WITNESS: Well, he would request -- normally the requests are very high.

THE COURT: Like what?

THE WITNESS: Well, I'd have to say -- I would be guessing. When you handle 10 per cent, less than 10 per cent of your allocation, the request, I would have to guess at it, it would be about 25 per cent.

THE COURT: I don't understand. We are talking about -- does this go for Cadillacs?

THE WITNESS: Yes.

THE COURT: Now, say that the Cadillac dealer or one of the Cadillac dealers in Trenton, he wants to sell to the Hertz agency there, near him, right?

THE WITNESS: Yes.

THE COURT: Okay. And he wants anallocation during that part of the year so he can sell to the

Hertz agency, right?

THE WITNESS: Right.

THE COURT: Is this going to be one car or two cars or what?

THE WITNESS: This could be one car, two cars or a hundred cars.

Q Does each such purchaser have a fleet certificate?

A No.

Q Can you name any people purchasing that way who do not have a fleet certificate?

A No, I cannot.

Q Do you think that Avis has a fleet certificate?

A I don't know.

Q Do you know if the policy of General Motors requires that your zone applies that fleet certificate requirement?

MR. KLEINBARD: There is no evidence that there is a fleet certificate requirement, your Honor. I object to the question on that ground.

THE COURT: Sustained.

Q Are you aware of any rules by which you are required to obtain a fleet certititicate for each person complete I attach a specimen fleet certificate.

(Plaintiffs' Exhibit 17 was marked for identification)

Q Are you familiar with these exhibits?

A No.

Q You have not seen them before?

A No.

Q You have not worked under --

THE COURT: Is it a nickname?

MR. PERSON: These are forms which in the case of Exhibit --

THE COURT: Would you please direct the question to specific numbers.

MR. PERSON: Exhibit 14 is the request for General Motors fleet user certificate.

THE COURT: Please, Mr. Person. All I am asking you to direct his attention to specific numbers and ask him if he is familiar with them. I think he is familiar with some and not with the others, perhaps.

Q Are you familiar with Exhibit 14?

A Yes.

Q Have you filled out Exhibit 14 with respect to any applicants for a fleet certificate?

A No.

Q Do you know who in the zone, if anybody, fills out the applications for hte fleet certificate?

A Yes.

Q Who is that?

A Well, your Honor, we have a point here. The request for it would come to me.

Q A request for a fleet certificate issuance would come to you. What is it that you do with it?

A I forward it on to whoever is available so that they can go out to the particular place of business and fill out the certificate with the principal.

Q Of the applicant for the fleet certificate?

A Yes.

THE COURT: What is a fleet certificate?

THE WITNESS: A fleet certificate is nothing more than information we supply to our GM marketing staff.

THE COURT: What's the meaning of certificate, it certifies what?

THE WITNESS: It certifies that it's a GM certificate holder, based on --

THE COURT: What does that mean? Does that mean that you can get good credit, that you get more cars than usual than you would get otherwise or what does it mean?

THE WITNESS: No.

THE COURT: Certificate means something to me, generally. It means a certificate of some kind of fact or quality or something.

THE WITNESS: It means that you have, as the form states, that you have so many vehicles, what makes they are, cars, trucks.

THE COURT: What kind of people get fleet certificates?

THE WITNESS: It would be any fleet user.

THE COURT: Could some Hertz dealer get a fleet certificate?

THE WITNESS: Yes.

THE COURT: What could he do with a fleet certificate?

THE WITNESS: Well, basically, all it does is --

THE COURT: No, not all it does. Tell me what it does, please. What can he do with it? Who does he take it to?

THE WITNESS: Basically no one. He doesn't present it to someone to get something.

THE COURT: Why did GM issue it?

THE WITNESS: I don't know. I do not know why they issue it.

THE COURT: No idea at all?

THE WITNESS: Other than it is for the information to use for their marketing staff.

THE COURT: What information is given?

THE WITNESS: Well, I see on there it has the amount of cars, the amount of trucks, the makes it has, the affiliate has, that's on the form.

THE COURT: And this is simply given. But to whom is the certificate issued?

THE WITNESS: It would be issued to the lease company.

THE COURT: But you are telling me it is simply given to the GM marketing staff?

THE WITNESS: Well, obviously any of these facts that come up here, how many vehicles you have -- this information has to go to the -- it evolves to the GM marketing staff.

THE COURT: What do they do with it?

THE WITNESS: They would use it -- well, I can't answer you, your Honor. I don't know. I am not at that office.

THE COURT: We are sitting here non-jury trying to find out facts of a fleet certificate and you can't tell me anything about it?

THE WITNESS: All it does --

THE COURT: Is there somebody in this courtroom who can tell me what a fleet certificate is?

MR. KLEINBARD: Your Honor, I hate to interrupt. But I think I can put somebody on.

THE COURT: Let us get somebody on. You step down, please. It is 10:30.

MR. KLEINBARD: I think I can do this relatively quickly if your Honor would permit the interruption.

THE COURT: All right.

Is Mr. Collier here?

MR. PERSON: Mr. Gordon is here who is head of the Zone. If anyone knows, he would know.

THE COURT: Mr. Kleinbard, why don't you examine this gentleman. Swear him in, please.

ALBERT E. COLLIER, called by defendant General Motors, having been first duly sworn, testified as follows:

DIRECT EXAMINATION

BY MR. KLEINBARD:

Q Mr. Collier, would you try to keep your voice up for us.

What is your occupation?

A National distribution manager for Cadillac.

Q And how long have you held that position?

A Since January of 1964.

Q Do your responsibilities include the planning and distribution of Cadillacs on a national level?

A That is correct, sir.

Q And what are the various factors which affect the planning and production of Cadillacs, if you can tell me?

A Well, the Cadillac car being a luxury car is quite expensive, costly to the retail customer, it is costly to manufacture. And we try to determine the total potential for our product in the marketplace on a model basis. However, for the past, oh, since World War II we have been operating with a shortage product. We have really not been able to meet the demand, and have been able to alter production schedules to tie in with demand.

Q Is there any reluctance on Cadillac's part to substantially increase production?

A No.

Q Do you say that Cadillacs have been in short supply since roughly the '50s, is that what you say?

A Yes, sir.

Q And has Cadillac substantially increased its production capacity?

A Yes, we have, through the years, and we are continuing to do so.

Q And do you do so with a certain amount of caution?

A Yes.

Q And what is the reason for that caution?

A I just enumerated some facts. It is a costly item, it is a fine line between too many and too few.

Q I think you have anticipated my question. If you provided for more than, for the production of more Cadillacs than you could sell, would this be a costly matter for GM?

A Yes.

Q Because of the high price per item?

A That is correct.

Q If you over-estimated your demand, for example, by maybe as little as 10,000, could that amount to possibly as much as $100 million to GM?

A Yes, 10,000 a car, yes.

Q Now, I am going to try to take you through the whole process and cover, your Honor, all of the things that have been raised here this evening and I hope clarify them.

What do you try to do, would you describe for us the planning and distribution process that you go through each year. What do you try to do first?

A You try to measure the total market potential for Cadillac, and you --

Q Is that for the whole year?

A Yes.

Q You set a kind of a budget, is that it? Or an estimate of production, is that it?

A An index so to speak of what we can bill or sell in a model year and of course you would have to build those cars to meet that sales potential.

THE COURT: Let me interrupt. I tell you, it is now 10:30. We had hoped to have this hearing this evening, but I think we are getting into a kind of impossible situation. I have a jury trial tomorrow that I have to preside over and we all have commitments.

Now, I want either of each party to make whatever record on this motion they feel is necessary, but I will tell you right now, Mr. Person, that the first two witnesses I heard really had the essence of what I think was the question that was posed when we agreed to come here tonight and that is the evidence about why, what happened with Colonial. And the people from Colonial were brought here, in your original moving papers, there was the most bare kind of reference to this Colonial transaction. There was no affidavit in Colonial. You now have the Colonial witnesses, and they have testified the reason. The one car that was ordered in the fall in October was supplied without any hesitation whatever, and your people simply didn't pick it up, whether it was a month delay in picking it up or six weeks delay in picking it up, there was a delay. The testimony is that they gave them a problem, they had a seven to ten thousand dollar car on their hands, that your people weren't about to pick up.

Now, then, Mr. O'Brien came with a couple of additional orders, he came at the same time he picked up that one Cadillac, and Mr. Murray considered the first Cadillac incident a fiasco and wouldn't deal with him.

Now, I have heard no evidence to really indicate any falsity in that story. I will give you an opportunity to put on any evidence to rebut that story or amplify it, whatever you feel you need to do, but we have gone as far as we can tonight.

MR. PERSON: Your Honor, I didn't get a chance to

THE COURT: I can't, consistent with my responsibilities sit here any longer. We have been here three and a half hours.

MR. PERSON: I didn't talk to this witness. He is the one who is in charge of -- I think he can cure the problems. We didn't come here saying Cadillac is making or losing a lot of money. We are saying Cadillac has a system by which they do not sell cars to fleet purchasers such as ourselves by excluding us from the definition of their fleet certificate.

THE COURT: What we will have to do is set an adjourned date, either for further testimony or for affidavits or whatever anybody wants to do.

MR. PERSON: Instead of having the witness come back maybe I can finish.

THE COURT: I will accept any suggestion.

MR. KLEINBARD: May I ask?

THE COURT: Certainly at this point on the basis of the three and a half hours I have heard, I certainly cannot issue a preliminary injunction tonight from the evidence I have heard, unless it is radically changed, would not under any circumstances support a preliminary injunction.

MR. PERSON: Would an illegal system by which we are excluded give rise to that, your Honor? If we could show, which I am trying to do that there is an illegal system by which we are restrained from competing, is that something that would be judicially recognizable?

THE COURT: Mr. Person, you know the issues on this motion just as well as I do, and I want -- you told me there was an emergency.

MR. PERSON: WE are going out of business.

THE COURT: You asked for a hearing on the 19th. I have given you a hearing on the 19th. We have been here three and a half hours, I gave you the opportunity to furnish supplemental affidavits last week, I had no supplemental affidavits from you and we have been here all evening until the time that we have to break.

MR. PERSON: General Motors refused to --

THE COURT: You have not demonstrated.

MR. PERSON: Could I continue with the examination of a witness.

THE COURT: I will go until 11 o'clock, which is longer than I should go. But there is no basis shown tonight for any preliminary injunction, and I will adjourn this motion to another date and figure some kind of a sensible schedule.

MR. KLEINBARD: May I continue a few moments? You said you would go with this witness.

THE COURT: What suggestion do you have for some sensible schedule?

MR. KLEINBARD: I think we can show that some of these allusions to allotments and certificates and so forth have absolutely nothing to do with the case. I will try to truncate it. I will do the best I can, your Honor.

THE COURT: Okay.

MR. KLEINBARD: Obviously it is a little difficult to jump into the middle of an examination but I will try to do with that witness.

BY MR. KLEINBARD:

Q Are you aware of General Motors' practice of issuing fleet user certificates?

A Yes.

Q Who at GM issues that?

A Sales section clerk and staff.

Q Is it the GM marketing staff?

A Yes.

Q Can you tell me what the function of the fleet user certificate is as far asGM and Cadillac is concerned? What does itdo?

A It primarily will certificate that a user -- the user -- purchases a minimum of 20 cars, any make, in the use of his business in a given model year.

Q All right. Now, this information is then given to your marketing people, is that correct?

A Yes, it goes to the marketing staff. They issue the certificate.

Q And what does that enable them to do?

A Kind of get a handle on the market.

THE COURT: Enable who to do?

MR. KLEINBARD: The marketing people, your Honor.

Q In other words, they get information on who are the substantial users of the vehicles?

A Of 20 or more vehicles in the course of running their business.

Q Does the issuance of a fleet certificate entitle the recipient to receive more cars from his dealer than anybody else?

A No.

Q Does the issuance of a fleet certificate entitle a Cadillac buyer to any price reduction on the cost of his car?

A No.

MR. KLEINBARD: There was marked here, I think, Plaintiffs' Exhibit 12 -- I don't know whether it is in evidence or not -- for identification, but I would like to just read to your Honor -- this is the general information regarding General Motors fleet user certificate.

THE COURT: It is marked for identification. Any objection to it being received?

MR. PERSON: No objection.

THE COURT: 12 is received.

(Plaintiffs' Exhibit 12 received in evidence.)

MR. KLEINBARD: I am reading from the last paragraph of this paper which was marked by Mr. Person:

"Under General Motors policies all passenger cars and trucks are sold and distributed through independent franchise dealers. Therefore, the procurement of vehicles as well as prices and terms are to be arranged by the user directly with authorized dealers. The certificate carries no commitment by General Motors with regard to the availability of vehicles for sale or the delivery of vehicles by General Motors."

That's from 12.

Once General Motors has given the Zone its allotment of cars, and the Zone passes down to the dealer his allotment of cars, is the dealer free to do with the cars what he wants?

A Yes.

Q Can he use a retail -- a car which has been allotted to him for retail to satisfy a fleet customer and can he use a car tha has been allotted to him for the fleet purposes to satisfy a retail customer?

A Yes.

Q And are the only consequences the economic consequence to the dealer in the sense that he makes more when he sells retail sales than when he sells fleet sales?

A Yes, I would presume he would make more retail sales.

Q So the only one -- if he makes such an interchange, the only one who would have any economic consequences would be the dealer, is that right?

A Yes.

Q And is the -- in order to encourage the dealer to go after fleet business, that General Motors instituted this program of adding something extra by way of a modest allotment of cars for fleet sales?

A That is correct.

Q This is in order to get your share of the fleet market?

A Thatis right. We had to meet competition in that segment of the market.

Q Now, so far as you know, has anybody from Nabcor applied in 1963 for a fleet allotment?

A I wouldn't know.

Q Have you ever heard of Nabcor?

A Yes.

Q When was the first time that you heard of Nabcor?

CROSS-EXAMINATION BY MR. PERSON:

Q Does a purchaser understand a fleet certificate obtains any economic benefit as the result of purchasing under a fleet certificate?

A I wouldn't know. I don't know.

Q Do you administer the fleet certificate program for Cadillac?

A We do not have a fleet certificate program.

Q I am sorry.

A We do not have a fleet certificate program. This is at the corporate level. I told you that earlier.

Q Then you are not familiar with the workings of the fleet certificate?

A Only to the point of the application for the certificate, that is, through our division or any other division.

Q The fleet certificate holder is not able to buy anything at a lower price than other purchasers, is that correct?

A The holding of the certificate does not give him that right or privilege.

He deals --

Q Does he have the right to buy parts at wholesale?

A No, it doesn't give him the right to purchase them at wholesale.

Q Does it give him the right to buy parts at a dealer on a wholesale basis?

A The dealer can sell parts at any price he wishes to sell them. It gives him no rights.

Q Does a reseller of automobiles not franchised by GM qualify for a GM fleet certificate?

A No.

Q Why not?

A They are not users under the terms of the certificate.

Q What are the terms? What are the qualifications for it?

A The qualifications are that they must be users of a minimum -- they must be users and purchase a minimum of 20 automobiles in a model year.

Q If Nabcor made application for a fleet certificate to GM would it be qualified to receive a certificate under present conditions, under the present formulation of the qualifications?

A I don't know whether they are a user or not.

Q Nabcor is strictly a reselling automobiles?

A I would assume that the corporation wouldn't iss one.

Q If a fleet certificate holder purchases cars on a fleet basis from a dealer, is that dealer granted an allotment of cars called the fleet allotment to cover that sale?

MR. KLEINBARD: Excuse me, could we hear that again? I am sorry.

Q When a fleet certificate holder orders cars from a dealer on a fleet basis, is the number of cars that is sufficient to cover that order added to the dealers allotment?

MR. KLEINBARD: I object to that, your Honor, because there is an assumption in there that the existence of a certificate has something to do with the allocation of cars and that was the whole point I was trying to bring out, that the two have nothing to do with each other.

(Record read.)

THE COURT: Can you answer that?

THE WITNESS: I can answer it in a way that whether he be a fleet certificate holder or not, if a company -- if a fleet user company applies for an allocation of cars through a dealer, we would not -- he may ask for 100 auto mobiles in a given year, we may only find it possible to specifically allocate a half a dozen to to a dozen cars for that particular fleet user. Our program of assisting dealers in helping fleet users obtain cars is only a token one. We in no way cover the total needs in that market.

Q If a fleet user without a certificate buys cars on a fleet basis, is there an addition to the dealer's allotment which will give the dealer then his original allotment plus the cars that are being ordered by that fleet user?

MR. KLEINBARD: I object to the form of the question by virtue of the tying in of the use of the fleet certificate with the allotment. If he will tie the two I have no objection.

THE COURT: Let me see if I understand. There is such a thing as a fleet allotment, is there?

THE WITNESS: Yes, sir. And to the zone and on to the dealers?

THE WITNESS: That's correct, sir.

THE COURT: And is it true that that fleet allotment -- well, does it or does it not relate to specific ultimate customers such as Hertz, Avis?

THE WITNESS: Yes, it does.

THE COURT: And you don't just get a fleet allotment for some unidentified possible customers?

THE WITNESS: No, sir.

THE COURT: And you are saying that this -- I think one of the other gentleman said that the fleet allotment to a zone is about 10 per cent of the total cars allotted to the zone, is that your --

THE WITNESS: That wouldn't necessarily be true. Maybe in his case, I don't know.

THE COURT: Can it run more or can it run less or what?

THE WITNESS: It could run, oh, let me put it this way: I think we have set aside roughly 12,000 cars for fleet leasing, but we were retailing and selling to fleet markets roughly 250 to 260,000.

THE COURT:For fleet markets?

THE WITNESS: No, the total market, total Cadillac market.

THE COURT: So 12,000 out of 250?

THE WITNESS: Yes.

THE COURT: Is what you call the fleet?

THE WITNESS: Right. Correct.

THE COURT: I guess we are back to Mr. Person's question. It seems to me the answer is that there is a specific fleet allotment and that is in addition to his regular allotment?

THE WITNESS: Right.

THE COURT: I think that is simpler --

MR. PERSON: The question.

Q Are you familiar with the national list?

A The what?

Q The national list of fleetholders.

A I don't know what a national list is. What do you mean?

Q Are you familair with a list circulated by General Motors of the names of all people who hold fleet certificates?

A No, I amnot.

Q You have never seen a list of the fleet certificate holders?

A No, sir.

Q Does General Motors establish the qualification for a person to be allowed to purchase under one of the fleet allotments?

A No.

Q What is a fleet user?

MR. KLEINBARD: We have just been through that.

Q I would like to know your definition of a fleet user.

THE COURT: I will sustain the objection.

Q Does General Motors have any rules or policies relatingto which people qualify for a fleet certificate?

THE COURT: He said quite frankly Nabcor isn't it. No question about it.

Q So that we are not -- a dealer is not permitted to sell to Nabcor pursuant to its fleet allotment, is that correct, sir?

MR. KLEINBARD: I object to the form of that question. There has been no such testimony, your Honor.

Q Is a dealer permitted to sell to Nabcor pursuant to a fleet allotment received from the zone?

A I don't understand that question.

Q Is the allotment -- is a fleet allotment granted to a dealer intended or supposed to be used by that dealer for making sales to people who do not possess fleet certificates?

A May or may not.

THE COURT: Sustained. It isn't whether it is -- Mr. Person, we have been through this. Let me ask you?

BY THE COURT:

Q You told us about the fleet allotment, right?

A Yes, sir.

Q Let's suppose a dealer gets a fleet allotment of 10 cars to sell to Hertz. Now, is there any contractual arrangements or instructions to that dealer that he must sell those cars to Hertz, or can he decide to sell them to Joe Jones?

A He can do whatever he wishes with them.

THE COURT: All right. We have been through that three or four times. If you have got anything to contradict it, fine, but this is the testimony of these people.

Q Are you aware of any requirement that franchise dealers retain the records relating to the qualifications of purchasers proposed by them as fleetholders or fleet certificate applicants --

MR. KLEINBARD: What does he mean by qualifications?

Q That is in order to issue a fleet certificate there is a requirement of meeting certain qualifications. ARe you aware of any requirement by the factory which imposes upon the dealer the requirement of keeping these records which document the entitlement to be issued a fleet certificate for a period of years?

A No.

Q When orders are submitted by a dealer to the zone, are these orders designated as coming out of a fleet allotment or coming out of a retail allotment.

A It may or may not be, I don't know --

THE COURT: What else do you have? It is almost 11:00, Mr. Person.

MR. PERSON: I am done with the examination.

MR. KLEINBARD: Just one question, your Honor.

BY MR. KLEINBARD:

Q Does the fleet user have anything to do with the allocation of cars?

A No, sir.

MR. KLEINBARD: That is all.

THE COURT: Now, the question at this point is -- you may step down, sir.

(Witness excused.)

THE COURT: The question at this point is do we adjourn this motion to some other date or is the record complete to the satisfaction of the parties? I will hear from you in a minute, Mr. Person.

MR. PERSON: We would like to adjourn it to some other date.

THE COURT: What other proof do you wish to introduce at this adjourned date?

MR. PERSON: I would like to be able to show that the testimony given with respect to the fleet certificate and its tie-in with the allotment is inaccurate.

THE COURT: With witnesses or affidavits? Can you do it by affidavit?

MR. PERSON: One of them is a hostile witness, Mr. Gordon, whom we had subpoenaed here tonight.

THE COURT: You want to examine Mr. Gordon.

All right. So you have two more witnesses?

MR. PERSON: Yes, in this area bout the fleet.

THE COURT: What additional proof do you have on your motion for a preliminary injunction?

MR. PERSON: We have the accountant for the compan

THE COURT: So you have Mr. Gordon, Mr. Maiorana ar the accountant for the company, and how long do you want for that?

MR. PERSON: I would say probably my direct would probably take no more than two hours.

THE COURT: Two hours of direct. All right, now, General Motors, can you tell me what proof you want to put in?

MR. KLEINBARD: Your Honor, depending upon what is produced. It is impossible for me to say at this time, but s of this -- for example, the information that may be forthcoming from the accountant is information which I will hear for the first time when he says it.

Based on what I have heard tonight, I'd be prepared to move now. I can't tell you what will happen when I hear other testimony. I have heard no irreparable injury, I have heard no evidence connecting GM to any conspiracy to prevent Nabcor from getting any cars, I really don't know what any of us are --

THE COURT: They haven't finished. As I said before we had the hearing on the 19th in the evening to give the plaintiff the opportunity to present what it claimed to be a case for emergency relief and we have now been here from 7 o'clock until 11 o'clock, and I think I summarized the proof before and the record speaks for itself, but as of the present moment, certainly no basis for issuing a preliminary injunction tonight has been shown and I didn't understand Mr. Person to indicate that it has.

He wants an adjournment. He will have one.

I do take note of the fact that the deposition of Mr. Maiorana has been taken, and indicating that the $100,000 which Mr. Maiorana represented to me in my robing room on March 8th to have been put into the company substantially came from loans and substantial amounts having gone into the land business, not into the auto business, and all relates to issues that have to be dealt with before the plaintiff could possibly be entitled to an injunction.

When do you suggest we adjourn the hearing to?

MR. PERSON: Tomorrow night, your Honor.

THE COURT: That's out of the question. There will be no more night hearings. I gave you a night hearing and it has not demonstrated to me the kind of emergency that you indicated existed.

A I'm not so sure that I understand that question.

Q I am trying to see whether or not you have any duties in the area of making sales to franchised Cadillac dealers which are designated fleet sales to that dealer.

MR. KLEINBARD: Was there an answer to that question?

A If I understand the question correctly, do I have any connection with the sale of Cadillacs to fleet users?

Q No. Let me restate the question.

Does the Philadelphia zone make any sales to any of its franchsied dealers which are designated as fleet sales?

A The answer to that is yes, although it is not quite the terminology that we use in our business.

Q Could you give us the terminology? And maybe we can work with that terminology instead.

A We allocate sales to dealers which are earmarked fleet sales.

Q Is this allocation made to a dealer?

A Yes, sir.

Q Is there any allocation made --

THE COURT: Wait just a second.

BY THE COURT:

Q This kind of allocation is earmarked as fleet sales, is that what you said?

A Yes, sir.

THE COURT: All right.

BY MR. PERSOF:

Q Is this an allocation which is made to a dealer or is it made to a customer?

A It's made to the dealer.

Q Do customers of that dealer make application to the zone for a fleet allotment for that customer?

A Not necessarily.

Q Are there any applications made, though, of that nature?

A If there were, we would refer them to a dealer.

Q Does any fleet allotment by the zone carry with it the name of a fleet purchaser?

A Yes.

Q In each case?

A Yes.

Q If the fleet purchaser decides to go to another dealer, is that fleet purchaser able to use allotment through that other dealer?

A Yes.

Q So that the fleet allotment then is not made for the benefit of a dealer but is made, then, for the benefit of the customer?

MR. KLEINBARD: I object to the question.

THE COURT: I will overrule it. I will overrule the objection.

A Yes. I would say that.

Q Fleet allotments are transferable?

A Right.

Q From one dealer to another?

A That's correct.

Q And the fleet allotments are allocated based upon applications which are made by a customer?

A No. I have already said that that was not true.

Q These allocations are made based upon information supplied by the customer of a dealer?

A No, not necessarily.

THE COURT: I'm sorry. What was the question and answer.

(Record read.)

Q Who makes the application for a fleet allotment?

A The dealer.

Q Does the dealer at all times include the name of a specific prospective fleet purchaser?

A Oh, yes.

Q Who makes the fleet allotments in your zone?

A Well, I would assume that I would have to say that I do. I make the final decision.

Q You know that you make the final decision?

A Absolutely.

Q Do you also make the retail allotments to the dealers?

A That's correct.

Q When an order comes in designated "fleet," who determines whether or not there is an existing unfulfilled fleet allotment against which that order would have been placed?

A My zone product distributor.

Q Is that Mr. Dupuis?

A That's correct.

Q Does he have the same position with respect to orders designated retail?

A Yes.

Q Do you know Robert Murray of Colonial Cadillac?

A Yes.

Q Do you deal with any other persons at Colonial other than Mr. Murray?

A Yes.

Q Can you name any other persons at Colonial with

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A No.

Q Does the dealer submit this body style forecast to the zone?

A We give them the total and they break it down by various body styles that we manufacture.

Q By "total," you are referring to the total allotment for a given period?

A No, that's a body style forecast.

Q Is the allotment based at all on the body style forecast?

A Well, that's a factor.

Q Could you explain what other factors go into the determination of the retail allotment?

A Yes, indeed.

For every market -- let's take Colonial as an example, they are charged with what we call a primary area of responsibility.

First of all, Detroit informs me how many units I'm going to be allocated or appropriated within a given period of time; let's say for the month of May, which is coming up.

There are many factors involved here. Our production capabilities, and so on and so forth, are gauged in the market.

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I am told how many cars Philadelphia is going to get. Then I break that down by dealer point, and then using Trenton as an example, we take a look at their past history, number one, for that given month.

Number ., we take a group at what we call the high group registrations which are the registrations of all of the various units in the high-priced market.

Then we use a percentage. The Cadillac history against the competitive situation within the given market, and within those guidelines that is where I make the judgment as to how many cars Colonial Cadillac would get for a given month.

Q Is there mathematical precision to this allotment?

A There is mathematical precision and a factor of judgment.

Q Could you explain that last factor, please?

A Yes. Again let's say Colonial. If they traditionally had a bad month in January and there was a good reason for it, or if they traditionally had a very good month in May and there was a good reason for it, that would be taken into consideration, within these guidelines that I'm speaking of.

I am not allowed -- I don't have the ability, as a zone manager to deviate too far from those guides, and if

I do I have to have it all documented.

Q Is there a percentage deviation which you refer to as your -- I forget the term you used.

A Guidelines?

Q No. Is there a percentage deviation which you are permitted to make in the judgment factor?

A No, there is no established --

Q When the allotments come in to you -- where do these allotments come from to your zone?

A They come from our national distribution --

Q Is this the highest distribution point of Cadillac?

A Yes, I would say so.

Q Does the allotment come to you in one or two figures?

A One figure.

Q And that means that Philadelphia zone has the power or the right or responsibility to allocate that figure into fleet and retail?

A Oh, no. No. I am talking strictly about allotments on a regular basis.

Q This is strictly retail. You are strictly talking about retail.

How does any fleet allotment get down to the

Philadelphia zone?

A That's determined in the latter part of July when I write to all of the dealers in the zone and ask them to submit their requirements for the coming model year which -- well, this past year we announced on September 14th.

After they reply to me, and that's usually when I get maybe a copy of a letter from a fleet lease company, we sit down and determine the request, whether or not they are reasonable, so on and so forth.

Then they are sent to Detroit. Then Detroit comes back to me with a figure. Usually it's an extremely low figure from what the lease companies project that they can do for the coming year.

Then we establish the fleet lease allotment, and mail it to them in September, and we mail it to each dealer who is participating, and not all of them do, a schedule, and we start with the month of November. Because of the Cadillac situation, with a heavy retail demand, we have made it a practice that for the month of September and the month of October there will be no cars allocated for leasing purposes.

Q Is there any opportunity for a leasing company --

A I wasn't quite through. I thought maybe you would like to understand the point.

In Colonial's case, if they had a leasing allotment, we would tell them how many cars in November, December, January, February, through to June they would get.

Then when we mailed their regular allotment, that is footnoted, that the above number includes the previously agreed upon stipulated lease and fleet cars, so we do the fleet and lease one time a year but the regular allotment is done on the basis of month to month.

Q Are there any other allotments other than fleet or lease allotments?

A No.

Q Excluding retail for the time being.

A No.

Q Are there only two categories of fleet allotments?

A That's correct.

Q Are there any subdivisions of the fleet allotment?

A Any subdivisions?

Q Such as leasing company.

THE COURT: Are you distinguishing fleet allotment and lease allotment?

THE WITNESS: No, I am talking about that as one.

BY THE COURT:

Q That is one. In other words, a customer who buys cars to lease them, that's a kind of fleet usage or fleet allotment? Right?

A Yes, sir.

Q And then Mr. Person's question, you speak basically of two kinds of allotments, the retail allotment and the fleet allotment, is that correct?

A That's right. If I haven't said lease in both cases, I meant to.

THE COURT: All right.

BY MR. PERSON:

Q Would Avis apply for more than one fleet allotment if it intended to use more than one dealer in your zone through whom delivery would be made?

A I have no idea. I don't handle any cars for Avis throughout the Philadelphia zone.

Q Would any fleet purchaser using more than one dealer submit more than one fleet allotment request to your zone?

A (No response.)

Q Or would a fleet purchaser submit a single allotment which would be subdivided by the designated dealers of a choice?

A If I understand your question correctly, the answer is yes, but just to make sure that I understand it, are you saying that if Company XYZ, could they make a request of three or four different dealers?

Q Would Company XYZ have a single allotment from your zone?

A It could be split between several dealers.

Q Would it make application for a single allotment?

A No. They would make the application through the particular dealer. We don't accept applications, only through dealers; that's the only way we deal.

THE COURT: Mr. Person, you have been asking questions for about twenty minutes. I haven't heard a thing that in my judgment bears on the issues here.

MR. PERSON: Well, that was the next question, Your Honor.

THE COURT: And I refer you to Page 90 of the hearing of March 19th and this was your examination of your witness, Mr. O'Brien, and you were asking him about the transaction with Colonial Cadillac, and you asked a question:

"Q When you placed these orders with Mr.

my client for eleven years, and we have had similar incidents in the past where he's refused to deal with us and then has come back again. All of it does tie in, Your Honor, directly to the fleet purchase programs.

THE COURT: The question is whether it ties into the transactions with Colonial Cadillac. Now please tie that in. It's all I am asking you. We have limitations we agreed upon for this motion, and if I may say so, I think that the facts about the Colonial Cadillac situation, obviously the circumstances there relate to a finite set of transactions.

Now, what cause of action you may have, or what valid claims you may have with respect to other transactions, other years, general practices, and so forth, that remains to be seen on the merits of the entire action, but the agreement is we are not trying the entire action here. We are trying Colonial Cadillac, and the question of whether its refusal to deal was the result of illegal activity by General Motors.

Now, that is the limitation on this motion. We are going to stick to it, and I am asking you to stick to it.

MR. PERSON: May I then ask if by "illegal activities' --

BY MR. PERSON:

Q Do you know how Colonial Cadillac Submitted the Howard Goldsmith order for a yellow Cadillac to the zone? Have you reviewed the details of that order?

A No.

Q Do you know who has reviewed the details?

THE COURT: Sustained. Sustained.

Q Have you discussed with anyone how Colonial, out of what allotment Colonial Cadillac obtained a car to deliver to NABCO?

THE COURT: Is there any question about it? It was out of their retail allotment, wasn't it?

MR. KLEINBARD: Yes, Your Honor. He didn't apply for any other allotment so it would have to be out of their retail allotment.

THE COURT: Of course it was.

MR. PERSON: I have several more questions and I think that we can terminate, Your Honor.

THE COURT: All right.

Q What are the qualifications for a person to purchase as a fleet purchaser?

A What are the qualifications of a -- would you repeat that again?

Q What are the qualifications to be granted a fleet allotment by the zone --

MR. KLEINBARD: I object.

THE COURT: Overruled. We will get a little testimony on General Motors.

MR. KLEINBARD: All right, Your Honor.

A To get a fleet allotment?

Q Yes.

A The company involved has to be in the leasing or daily rental business.

Q Would a reseller of cars be able to obtain a fleet allotment?

A No.

Q Do you know --

THE COURT: That was established last time.

MR. PERSON: No, it wasn't. That was a fleet certificate. There's a world of difference here.

THE COURT: All right.

MR. PERSON: Because the prior witness, Mr. Collier, has testified that the fleet certificate has absolutely --

THE COURT: I think you are right. I think you are right.

Q Does the fleet certificate have anything to do with the fleet allotment?

A No, it doesn't.

Q Does a reseller of automobiles qualify for a fleet certificate?

A No.

Q Does a reseller of automobiles qualify for a fleet allotment?

A No.

MR. PERSON: Your Honor, I think we are finished with the witness.

THE COURT: All right. Any cross?

MR. KLEINBARD: Yes, Your Honor.

CROSS-EXAMINATION

BY MR. KLEINBARD:

Q Have you ever had a request for a fleet user certificate from anyone from NABCOR?

A No, sir.

Q Have you, and by "you," I mean the zone, ever received, during your tenure a request for a fleet allotment from NABCOR?

A No, sir.

Q Have you ever told any dealer, including Colonial, not to sell cars to NABCOR?

A I have not.

Q Has any dealer ever requested of the zone an additional supply of cars for NABCOR?

A No, sir.

Q Do the Cadillac fleet allotment requests in your zone substantially exceed the fleet allotments which are actually made by the zone?

A Substantially.

THE COURT: What was the last question and answer?

(Record read.)

Q Can you tell me approximately how many cars were allotted to your zone as opposed to the number of requests therefor for the 1973 model year?

A We had approximately 7,000 requests and I got a little over 700 cars.

Q So is it fair to say --

THE COURT: During what period of time?

THE WITNESS: This was for the 1973 model year. In other words, it was after we surveyed the dealers last summer.

Q So is it fair to say that most of the Cadillacs sold in your zone to fleets come out of the dealers' retail allotments?

A Yes, sir, it is.

MR. KLEINBARD: I have no further questions.

Q Is the fleet allotment for a customer allowed to be used by a dealer for any other customer?

A Yes.

Q What happens if the fleet purchaser decides to order the cars that he has been allocated?

A Then he can.

Q Not if the dealer has already used that allotment for some other customer.

THE COURT: Isn't there a problem about a point of time?

The allotment to a dealer -- I guess I'm a little confused.

The fleet allotment, is that given to a dealer?

THE WITNESS: Yes, sir.

BY THE COURT:

Q Is it given for a particular month?

A We list the various companies on a form, and --

Q When you say "companies," you mean like Hertz, and Avis and New York Telephone, and so forth?

A That's correct.

Q All right. So there are allotments to a particular dealer for a particular customer, right?

A Right. And we break it down by month.

Q The dealer puts in a order to General Motors under that fleet allotment and it has to specify the customer, and so forth?

A Yes.

Q And you see whether it is within that allotment?

A Right.

Q Now, then that car is delivered to the dealer?

A That's correct.

Q And the dealer presumably delivers it to its customer?

A That's correct.

Q Now, then I don't understand what you said about someone being able to use a fleet allotment in any way he wants.

A Well, I meant this, that take New York Bell, for instance, or Bell Telephone, yes, Bell Telephone of New York, if for some reason or another they would buy an enormous fleet of cars, I would imagine, and in that enormous fleet of cars might be two, three or four Cadillacs, for the chairman, the president, and so forth, and maybe the chairman's wife, or something --

Q Let's not go that far.

A -- if for some reason or other the president of the firm decided that he was going to drive his Cadillac for another year, then that would free up one Cadillac for that allocation, and if New York Bell came to Colonial Cadillac and said, "Mr. So-and-So, the president, doesn't want a car. He decided he wants to keep his other car another year," then the dealer would be free to sell that car at retail, or he could.

Q He hasn't really got that car yet. It's a car he has to order?

A That's right.

Q So he orders, and he knows that New York Telephone isn't going to take that Cadillac, right?

A That's right.

Q So what does he do? He orders and says the car is for New York Telephone?

A No. He wouldn't necessarily have to do that. If he knew prior to -- let's say the car was allocated for the month of April for a specific company.

Q Right.

A And the dealer knows that the middle of March that company doesn't want that car, I have already allocated that car to him and I shouldn't take it away from him, unless there are extenuating circumstances. He could sell that car at retail or he could --

Q In other words, you will deliver to that dealer the number of cars that have been allocated, period, right?

A Right.

Q And then once he gets that car, he can do anything with it that is appropriate between him and his customers, is that what you are saying?

A Yes, Your Honor.

Q And when he puts in an order to you saying, "This is the Cadillac for the New York Telephone allocation." I mean, you don't take it as a promise to sell to New York Telephone?

A No. No more than if it was a retail purchaser, John Doe.

THE COURT: Go ahead, Mr. Person.

BY MR. PERSON:

Q Why is there an application for an allotment by a customer and a grant of an allotment if the dealer then is free to order or to have as many cars as he wants on an allotment?

MR. KLEINBARD: There is no such testimony.

A I thought I explained that.

THE COURT: I think the question, or the point is why is there the need for the designation of customer and so forth, if he can do anything he wants with the car?

Isn't that your question?

MR. PERSON: Yes, Your Honor.

THE COURT: Okay.

A (Continuing) Well, we at Cadillac feel that the fleet and lease business is a very unique type of business, and it's grown tremendously over the last five or ten years, and it's going to grow even higher. We don't feel that we should ignore that business.

Therefore, we have set a certain percentage of what we expect to build for another year, 1973, and this goes back, a certain percentage that we decided to treat that segment of the transportation needs of the people of the United States, Trenton, New Jersey, if you will, a small percentage to help the dealer serve this segment of our market.

Q If you took away the car once it is not sold to the fleet purchaser, couldn't it be reallocated to another fleet user,but by not taking it away, isn't it true that you are giving it away to a retail sale?

A Well --

THE COURT: Aren't we getting far afield?

THE WITNESS: Your Honor, I think that maybe --

THE COURT: How does it apply to Colonial Cadillac, Mr. Person?

MR. PERSON: It applies on the basis that since NABCOR is not qualified to purchase cars as a fleet your clients?

A A little less than a year.

Q Are you an independent contractor with respect to NABCOR?

A Yes, I am.

Q What activities do you perform for NABCOR?

A We prepare the corporation Federal tax return, prepare payroll taxes, we are supposed to do audit work, we have done original books of entry which initially we weren't supposed to do but because they didn't have a bookkeeper at the time, we performed that function.

Q Are you in the process of examining all of the books and records of NABCOR from February 2, 1972 -- I'm sorry, February 1,1972 up through March 31, 1973?

A We are in the process. It has not been completed as yet.

Q Have you prepared any financial statements for NABCOR?

A We prepared one financial statement.

Q And what was the date of that financial statement?

A We prepared a financial statement as of January 31, 1972.

We also assisted in the preparation of a financial statement as of, I believe, July 31, 1972.

Q Have you prepared any working papers at the request of NABCOR in connection with the matters herein?

A Yes, I have.

Q Have you brought these papers with you?

A Yes, I have.

Q Could you tell us what you have brought with you, please?

A I prepared some analysis work showing monies lent to NABCOR and their subsidiary company.

I prepared papers showing monies lent by Frank and Tony Maiorana to NABCOR and their subsidiaries, and monies expended by them personally and/or loans guaranteed by them.

Q Are these figures, or are these working papers audited figures?

A No, they are not.

Q Now, from these working papers, can you tell us the net amount of money loaned by Frank Maiorana and his brother, Anthony Maiorana, to NABCOR either directly or indirectly from October 1, 1972 through April 6, 1973?

MR. KLEINBARD: Excuse me, Your Honor. I see the witness is going to read from a document. Could we have that document marked?

THE COURT: Yes.

MR. PERSON: Please mark this for identification.

xxx (Plaintiff's Exhibit 18 marked for identification.)

MR. PERSON: Your Honor, this is entitled NABCOR, INC. notes, and it is subentitled, "Money and Loans from Frank and Anthony." I would like to have it --

Q Have you prepared this, Plaintiff's Exhibit 18?

A Yes, I have.

Q This is one of your working papers brought here, isn't it?

A Yes.

MR. PERSON: I am offering it in evidence.

THE COURT: Any objection?

MR. KLEINBARD: I'm sorry, I couldn't hear.

THE COURT: He is offering Plaintiff's Exhibit 18 in evidence. Do you object to it?

MR. KLEINBARD: No, Your Honor.

THE COURT: All right, received.

xxx (Plaintiff's Exhibit 18 for identification received in evidence.)

A (Continuing) From these papers this would not be until April 6th. This would be to, I believe March 15th or so, the date of the last hearing, whatever date that was.

THE COURT: What is the starting date, Mr.

Spector?

THE WITNESS: I believe it's October 1st, sir.

THE COURT: October 1, 1972?

THE WITNESS: That's correct.

THE COURT: To March 15, 1973?

THE WITNESS: Yes, sir.

A (Continuing) The net amount is $112,042.00.

Q And this amount is after deducting loans which were repaid to the brothers?

A Yes, that's correct.

THE COURT: Wait a minute. What is that figure?

THE WITNESS: $112,242.00.

THE COURT: What does it represent?

THE WITNESS: It represents a loan from Fidelity Bank in Philadelphia, $55,000. It represents a loan of $50,000 from Provident Bank in Philadelphia.

Both these loans were personally guaranteed by both Mr. and Mrs. Frank Mairana and Mr. and Mrs. Anthony Maiorana.

In addition --

THE COURT: These were loans by those banks to whom?

THE WITNESS: I'm not sure, Your Honor. They were loans either to the corporation guaranteed by the individuals or loans to the individuals. I have not been able to determine that yet.

But all of these loans were guaranteed by them individually.

THE COURT: Go ahead.

BY MR. PERSON:

Q Then this amount -- would you please repeat the amount again?

A (No response.)

Q The net amount.

THE COURT: There is a witness here who must know whether NABCOR-made the loans, or Maiorana made the loans.

MR. PERSON: No, NABCOR didn't, Your Honor.

THE COURT: We have a witness here who is being examined about some things that he apparently doesn't know about.

MR. PERSON: No, Your Honor. He testified that either Frank or his brother made in the aggregate, is it $112,000 in loans, either directly by putting the money in themselves or by taking loans from banks which they guaranteed so that they are in a position of the ultimate borrower of those funds.

THE WITNESS: These funds were deposited into the accounts of NABCOR and their subsidiary.

THE COURT: All right.

THE WITNESS: They were. The question is, I'm not sure whether the loans were made in the name of NABCOR, but I don't know that they were guaranteed by the individuals.

THE COURT: All right. Fine.

BY THE COURT:

Q You said they were deposited in the accounts or NABCOR or its subsidiary.

A Yes.

Q Do you know which?

A Yes. $10,000 was deposited into Leisure Life, and $15,000 was deposited into Pocono Futures.

Q And how much was deposited in NABCOR?

A From Provident, $25,000.

Q Just the total.

A Well, the balance. Everything else went into NABCOR.

Q And that would be the difference between $25,000 and $112,000?

A Yes.

In addition, both Frank and Tony paid to third parties checks totaling $14,891.00 for expenses which were

NABCOR's.

Q How much was that last amount?

A $14,891.00.

BY MR. PERSON:

Q Is that included in your former total?

A Yes, that's included in the net. I am giving a breakdown of what comprises this $112,000 net figure.

BY THE COURT:

Q So the $14,891.00 was part of that $112,000?

A Yes, Your Honor.

BY MR. PERSON:

Q Can you tell us the basic types of business which NABCOR and any of its subsidiaries are in?

A Primarily, in the sale of autos and recently in the land business. Sale of orders and sale of franchises.

Q Now, in order to be able to ask the next question, I would like to have you explain what you would mean if you used the term, net cash flow.

A Net cash flow?

Q Yes.

A That would be the difference between the receipts and disbursements, the difference between the cash received and the cash paid out. That would be the net cash flow.

Q Is that over a period of time?

A Yes.

Q Now what period of time is covered by the real estate part of NABCOR's business?

A Up to the present time, approximately eight months.

Q From what date, approximately?

A I think June. Maybe it would be nine months. I think they entered beginning with June.

Q Now, based on your --

THE COURT: Since June of 1972?

THE WITNESS: That's correct.

Q Based upon your unaudited figures, that is, your preliminary investigation, could you tell us what the net cash flow was which resulted from NABCOR's real estate operations from inception in June 1972 through February 28, 1973?

A Net cash flow, approximately $40,000.

Q Could you explain any subdivisions of that figure?

A When you say, "subdivisions," what do you mean?

Q Could you tell us what the figure $40,000 consists of, if there are any --

A Well, it consists of income that was received from the sale of land.

It also is monies which were received from the subsidiaries which they had either as receivables or which they had as cash in the bank when NABCOR acquired these companies, and also the expenditures that were made for commissions paid on the sale of land and expenses paid towards a mortgage, the deposit on the land, bank taxes and primarily in building the asset.

Q Is any portion of that $40,000 unavailable to NABCOR now?

A No. I believe that $40,000 is a net figure. There's $20,000 which is being held, to my knowledge, by General Electric Credit Corporation. That is not included in my $0,000.

Q It is not included?

A It is not included.

BY THE COURT:

Q Do I understand that $40,000 is in cash from this real estate operation, nad it is available to NABCOR right now?

A No. It was available.

Q It was available on the date you closed your examination February 28th?

A No. This money has been expended. The question was the net cash flow.

Q I thought he was asking about what is available.

MR. PERSON: What I asked was isolating the auto business from the real estate, can you please describe a financial picture of the real estate operations alone which would show whether it was a drain on NABCOR or a plus and his testimony was that it produced a net of $40,000 in cash.

THE COURT: So in your terms it is a plus?

MR. PERSON: Yes, Your Honor.

THE COURT: Okay.

BY THE COURT:

Q Before we get too far from it, I want to understand a little better, the $112,042.00 that you mentioned a few minutes ago, now, you are saying that is -- is that some net amount?

A Yes.

Q Is the net amount of loans by Frank and Anthony Maiorana to NABCOR during this period of time? Is that right?

A It's the net amount. The total amount was $152,832.00, and they repaid themselves $40,790.00.

Q And the total was --

A $152,832.

Q And they paid --

A $40,79.00.

BY MR. PERSON:

Q What amount of that net cash flow in NABCOR's real estate operations was drawn from the automobile part of the business, if any amount?

A I'm sorry, would you repeat the question?

Q What amount of cash, if any, was drawn from the automobile division into the real estate division?

A There would be none. To the best of my knowledge, there would be none.

Q To what extent did the automobile operations of NABCOR benefit from the net cash flow produced in the real estate business?

A Well, it benefited by being able to give them life that they were able to remain in business by giving them some type of a cash flow.

Q What part of the NABCOR business did any of the Maioranas' loans go to?

A Primarily to the auto part.

Q After your --

A That's a deduction that I am making based upon the fact that the real estate was primarily self-sustaining.

Q After your allocation, is there any part of those loans which went into the real estate division?

A Not that I could see at this point.

Q Now, what is the financial condition of the automobile part of NABCOR's business at the present time exclusive of the real estate operations?

A To the best of my knowledge, very poor.

Q And what is the financial condition of the whole enterprise including both the auto and the real estate parts?

A It's in much better position now than it was a year ago, because it has the means for producing a cash flow situation and it has assets in the form of land which it didn't have a year ago.

MR. PERSON: Your Honor, I am finished.

THE COURT: Okay, any cross?

CROSS-EXAMINATION

BY MR. KLEINBARD:

Q Are you certified public accountant, Mr. Spector?

A That's right.

Q I notice that you use the word, "we," in connection with the performance of the work that you did for NABCOR. Do you employ anybody in your work?

A Yes, I do.

Q Who do you employ?

A Is it necessary? I employ accountants and secretaries.

Q I am asking for their names.

A Richard Anderson.

Q Is Mr. Anderson a C.P.A.?

A No, he's not.

Q Is he an accountant?

A Yes, he is.

Q Who else?

A Dvaid Paletz.

Q Is he a C.P.A.?

A Yes, he is.

Q And is that all now?

A Philip Indictor.

Q What is he?

A An accountant.

Q Now, is that your total staff at the moment?

A Yes, sir, in addition to secretaries.

Q I understand. I am concentrating on your accounting staff.

A I understand.

Q Which members of this organization worked on Plaintiff's Exhibit 18?

A (No response.)

Q Other than yourself.

A In compiling the various figures, I would probably say all of them have at one time or another.

Q What do you mean by at one time or another? When was this exhibit prepared?

A That particular paper was prepared by myself.

Q And when did you prepare it?

A When did I prepare it?

Q Yes.

A Two weeks ago.

Q Were you asked by the plaintiff or by plaintiff's counsel to make that survey available to the defendants?

A Yes.

Q When did you receive that request?

A There was another paper prepared earlier which had different figures on it, and those figures had been adjusted so there was an additional paper which was prepared for March. This was prepared after the last time I was here.

Q I understand, but you said, in answer to my question, or one that you were asked by plaintiff's counsel to make Plaintiff's Exhibit 18 available to the defendants.

A The original paper that I had prepared was made available.

Q Was it Plaintiff's Exhibit 18?

A No, sir.

Q And you say it was made a week ago?

A Approximately.

Q I note that you say that -- by the way, what books of NABCOR were available to you when you prepared this schedule?

A Our work papers.

Q I beg your pardon?

A Our work papers.

Q What do you mean by "our work papers"? Doesn't that company have books of account?

A Yes, they do.

Q What books of the company did you consult in connection with the preparation of this schedule?

A Their receipts and disbursements.

Q Are you referring to a cash and receipts and disbursements book?

A That's right.

Q And were there any other books that you consulted?

A Personal checks of Frank and Anthony Maiorana.

Q Any other books and records of NABCOR? I am talking about NABCOR now.

A No.

Q Now, I note that you put down here that the proceeds from the Fidelity loan were $55,000.

A That's correct.

Q Could you show me where, in the cash receipts book of NABCOR, the proceeds of $55,000 are reflected?

A No. I assume it went into the bank.

Q Well, did you prepare this exhibit on the basis of assumptions or did you look at the underlying records?

A No. I had a statement from Fidelity Bank stating that they had lent them this money. I figured that that was sufficient.

Q You did?

A Yes, I did.

Q Well, can you look at the -- in other words, you have not looked at the NABCOR cash receipts?--

A No.

Q -- book to see whether or not in fact there was deposited to NABCOR's account $55,000?

A No, sir, I have not.

Q If I told you that $43,000 was deposited, would that be a surprise?

A Yes, it would.

Q Now, where did you get this interest figure of $1800 -- is it $18,333.00?

A Yes, sir. That's the total amount, the face value of the loan. 55 plus 18.

Q Over how long a period?

A I don't know the time.

Q Well, is it your testimony that the brothers Maiorana have paid out $18,333.00 to date?

A $18,000.

Q $18,333.00?

A No, sir. And that is not included in my figure as a loan. That's on that work paper but only the 55 is included.

Q Only the 55?

A Yes, sir.

Q You don't know whether they received that full amount or not?

A No, sir.

Q And in point of fact, they have not been called upon to pay back that $55,000 to date, have they?

A I don't believe so. Not as yet.

Q And also in point of fact, the primarily obligor of that loan is NABCOR, isn't that correct?

A I believe that to be correct.

Q And Mr. Frank and Mr. Anthony Maiorana and their wives will be called upon to pay it if and only if NABCOR defaults?

A That's correct.

Q Now, what books of account didyou have with respect to the subsidiaries?

A Strictly receipts and disbursements.

Q I beg your pardon?

A Strictly receipts and disbursements from the subsidiaries.

Q And for that period?

A Those are receipts and disbursements from the subsidiaries, I believe primarily which reflect January, February and March.

Q January, February and March of this year?

A That's correct.

Q You say that $25,000 of the Provident loan went into NABCOR?

A That's correct.

Q Do you know whether any of it went out, and, if so, to whom?

A I can't identify exactly what monies, you know, if any of that particular money went out. A lot of money went out.

Q I understand that, but you don't know what happened to that $25,000 loan, whether it stayed in NABCOR or whether it was paid to the individual plaintiffs, or whether it went to one of the subsidiaries?

A No, sir.

Q In fact, do you know that the $25,000 went into NABCOR?

A We have not auditied that yet; no, sir.

THE COURT: What $25,000 is this?

MR. KLEINBARD: There were two loans, Your Honor, from the Provident Bank in Philadelphia, each in the amount of $25,000.

THE COURT: And you are talking about one 25?

MR. KLEINBARD: I am talking about one of the two loans which the witness has listed as NABCOR $25,000.

THE WITNESS: I believe the cash receipts does indicate the $25,000 went into Provident from their cash receipts book.

THE COURT: Went into the NABCOR account?

THE WITNESS: Yes, Your Honor.

Q Do you know how much of it stayed in NABCOR?

A No, sir.

Q And do I understand your statement correctly to indicate that the proceeds of the second $25,000 went directly to two subsidiaries, Leisure Life and Pocono Futures, is that correct?

A That's correct.

Q And both of those companies are in the land businesses, is that right?

A That's correct.

Q Now, you say that you included in your schedule as loans from Frank and Anthony Maiorana some 14-odd thousand dollars as being paid to third parties?

A That's correct.

Q Was that allegedly in connection with any particular business?

A It was in connection with NABCOR's business.

Q How do you know that?

A Based upon the checks and also what Mr. Maiorana told my staff.

Q Did you make any independent verification?

A No, sir.

BY THE COURT:

Q What did the checks show, the people to whom they were paid?

A Yes, sir.

Q And as far as the purpose for the payment, you relied on what Mr. Maiorana told you?

A Yes, sir, that's correct.

BY MR. KLEINBARD:

Q Now, there is an item here, a loan from one or other of the brothers, IMB to Pocono Futures, $10,690.00.

A Yes, sir. This is money that they directly put into Pocono Futures.

Q What substantiation of that did you have when you made out this schedule?

A Cash receipts book.

Q Do you know when that loan was made?

A Again it was made during January, February and March of 1973.

Q And there is another entry for Anthony Maiorana of $2,998.00.

A Yes, sir.

Q What is the basis for that figure?

A Again that is monies that were put into the corporation by Anthony Maiorana.

Q And is that something which you observed in the cash receipts book?

A Yes.

Q Do you know when that loan was made?

A Not this specific one, no.

Q Do you know the period?

A Again, January to March.

Q For the loan from Frank Maiorana to NABCOR of $13,252.00, what is the substantiation for that?

A Again, cash receipts of NABCOR.

These figures were prepared by -- they now have a bookkeeper, and based upon his cash receipts books, these were the figures that were in there.

Q In other words, when you took over as accountant you found this item on the books, is that it?

A We found this item on the books now,yes.

Q But it was not entered by you?

A No, sir.

Q It was entered by some previous bookkeeper or accountant?

A A bookkeeper that they currently have.

Q Is that Mr. McCabe?

A Yes, sir.

Q And you accepted his figure?

A Yes, sir.

Q Did you have available to you the general journal of NABCOR?

A The general journal?

Q Yes.

NABCOR itself doesn't have a general journal.

Q Did you have available to you the general ledgers?

A There is a general ledger that is available currently; yes. It was available.

Q Did you look at it in connection with the preparation of this schedule, Plaintiff's Exhibit 18?

A No. It was done from our workpapers.

Q Do you have those work papers with you here?

A No.

Q Where are the work papers?

A In Philadelphia.

Q Where?

A In Philadelphia.

Q Now, if you took and listed the actual cash which Frank and Tony Maiorana advanced to their business as distinguished from bank loans which they have guaranteed, am I correct that we are talking about $41,832.00, according to you?

A If that's what the figures reflect.

Q Well, you are more familiar with your schedule than I am. I will show it to you.

A I would say approximately.

Q And can you tell us how much money, cash money, Frank and Anthony Maiorana got from NABCOR?

A I think it's on the schedule. I think that was $42,000, I think I said. That was paid to them.

Q So that they got more from NABCOR in cash than they put in in cash during the period reflected by your exhibit, is that correct?

A (No response.)

Q Slightly more.

A I don't look at it that way, no, sir.

Q I didn't ask you how you looked at it.

The fact of the matter is that they -- I beg your pardon. They lent $41,832.00 and according to your schedule they got from NABCOR a loan of $40,790.00, is that right?

A If you don't take into account the money that they are responsible for.

Q I am talking about cash.

A Yes, sir.

Q So that they received, they lent slightly more than they received during the period that we are talking about?

A (No response.)

Q Now, in addition to that, did they get salaries?

A Yes, they did.

Q Is that reflected anywhere on this Plaintiff's Exhibit 18?

A No, it is not.

Q Did they get salaries from the subsidiaries, Pocono Futures and Leisure Life?

A I believe they did.

Q Have you any idea what that amounts to, in total, the combined total salaries?

A Not offhand; no, sir.

Q You didn't think that that was relevant in giving the financial picture?

A It's approximately, I would say, $50,000.

Q That they received by way of combined salaries from these corporations?

A From the three corporations, yes.

THE COURT: During this period that you are talking about?

THE WITNESS: Yes. And most of this was accrued salaries from the year 1972 which they had not taken.

Q Whenever it was accrued, it was taken?

A Yes, sir.

THE COURT: The cash was taken for the end of '72.

Q Between the period from the end of '72 and the end of March of '73?

A That's correct.

Q So if we added roughly $50,000 to the accrued, or other salaries, to the $40,000 that they got from MAECOR, we are talking about a total in cash flow, to the Maioranas from NABCOR and its subsidiaries, of in excess of $90,000?

A Yes, sir.

Q During the period under consideration here?

A Yes, sir.

Q Now, you said that on direct, that NABCOR was primarily in the automobile business; would you say that that's true as of the present time?

A I really don't know.

Q You had no hesitancy in expressing an opinion on direct.

A You said as to what -- I don't run the company.

Q I mean as of the time that you prepared, as we can agree, this schedule, Plaintiff's Exhibit 18.

A I would say they arebboth in the automobile business and in the land business.

Q That's not my question. You testified on direct that they were primarily in the automobile business.

A They went into the land business six months ago.

Q What have they been in primarily for the last six months? Land or automobiles?

A Both.

Q You are unable to answer whether it is primarily or not?

A Sir, I am their accountant. I don't decide what business they are in.

Q What do the books show?

A The books don't show too much from the sale of cars.

Q They don't show too much from the sale of cars?

A No, sir.

Q May I infer from that that they show more from the sale of land?

A Yes, sir.

Q Would you have difficulty in agreeing with me that for the last six months they have been primarily in the land business as opposed to the car business?

A No, sir. Only if you talk about cash. If you are talking cash, yes.

Q Well, that's what business is all about, isn't it, right?

A Not necessarily.

THE COURT: I think we shouldn't argue about things like this.

Q I show you a report, a letter dated October 9, 1972, over your signature, to NABCOR, pro forma financials as of July 31, 1972.

A Right.

Q And I will ask you whether you have prepared and sent to NABCOR the letter and the financial statements that are annexed thereto.

A Yes. We sent or we helped prepare those statements. We didn't prepare them solely. Those final figures weren't our figures.

Q You nonetheless forwarded them to NABCOR?

A Yes. That's correct. I will accept them as our figures. They were --

MR. KLEINBARD: I will offer it in evidence, Your Honor.

MR. PERSON: May I see it, please?

(Pause.)

MR. KLEINBARD: I will be through in a moment, Your Honor.

(Pause.)

THE COURT: Any objection?

MR. PERSON: No objection.

THE COURT: All right, received.

xxx (Defendant's Exhibit D for identification receivediin evidence.)

MR. KLEINBARD: I would just like to call the Court's attention, Your Honor, to the fact that on the pro forma balance sheet of July 31, 1972, the land inventory at cost and as revalued as a result of an appraisal is

$4,819,200.

THE COURT: I can look at the figures. It is in evidence, isn't it?

MR. KLEINBARD: All right, Your Honor. If I might just read two more figures and I will conclude.

The land sales commissions earned were $165,091.00, as opposed to automobile sales of $32,000 and franchise sales of $18,000-odd dollars.

I have no further questions of this witness.

THE COURT: All right. Any redirect?

And may I see the exhibit?

MR. KLEINBARD: Yes, Your Honor.

(Handing.)

REDIRECT EXAMINATION

BY MR. PERSON:

Q Mr. Spector, with respect to the figures you have -- and the papers you have brought here tonight, were you requested by NABCOR to audit them for tonight?

A For tonight, no.

Q And can you explain to us what a consolidated return is?

THE COURT: I think I know what a consolidated return is.

MR. PERSON: Okay.

MR. PERSON: This is the second and the real invoice.

MR. KLEINBARD: I object to the characterization.

THE COURT: Plaintiff's Exhibit 19?

MR. PERSON: Plaintiff's Exhibit 19.

THE COURT: No objection to that?

MR. KLEINBARD: I again believe that's already in, Your Honor, because when Mrs. Hartsough was here we received it, and here it is, C. GMC Exhibit.

MR. PERSON: It's the same. He can use the Exhibit 19, Your Honor. It's the same thing.

THE COURT: It's not in evidence. Now what do you want in evidence?

MR. PERSON: I was offering it in evidence.

THE COURT: All right. Received. If it's a duplicate, it's a duplicate.

Plaintiff's Exhibit 19 received in evidence.

xxx (Plaintiff's Exhibit 19 for identification received in evidence.)

Q Can you tell us what this document purports to be?

MR. KLEINBARD: Doesn't it speak for itself, Your Honor. The document is in evidence.

THE COURT: May I see it?

MR. KLEINBARD: It's testified to by Mrs.

Hartsough.

THE COURT: It's a purchase order. What is the particular question about it?

MR. PEPSON: The question here is whether this purchase order characterizes the purchase of the car as either a retail or a wholesale purchase transaction.

THE COURT: All right. Now can you answer that?

THE WITNESS: Yes.

THE COURT: What is the answer?

THE WITNESS: This would indicate a retail transaction.

MR. KLEINBARD: Yes, there is.

THE COURT: Overruled.

THE WITNESS: This would indicate a retail transaction.

BY THE COURT:

Q What is it that indicates a retail transaction?

A This is a normal order form.

Q What is it in the form that indicates retail?

A Just the form itself. The dealer has another invoice.

THE COURT: All right, go ahead.

THE WITNESS: Shall I proceed?

BY MR. PERSON:

Q May I direct you to the presentation of the figures and ask if that can tell you whether the transaction has been characterized in the document as either a retail or a wholesale transaction?

A In the figures it's been characterized as a retail transaction.

Q How can you tell that?

A Well, the outline is here of the total list price with a discount, and a net balance due, settlement, and the total cash price.

I have been in the automobile business all my life. This is strictly an order form that any customer would walk in and a salesman would fill out. It is not a dealer invoice.

Q Had you instructed --

A Or a wholesale transaction.

Q Had you instructed any person in NABCOR to buy cars from Colonial on a retail basis?

A Absolutely not.

Q Did you give any instructions at all to somebody with respect to this particular purchase?

A Yes, to Michael O'Brien.

Q What were those instructions?

with respect to the willingness or unwillingness of Colonial to continue to deal with NABCOR?

A Yes. When we came in to Mr. Murray's office -- that is, Mr. Person and myself -- I said, Bob Murray, how are you?" I introduced Mr. Carl Person as my attorney, and I said, "Murray, we are here because of a lot of the problems that we have had in the past. As you will recall, you were at my office when you told me that they stopped you from selling us cars?" And he said, "Yes."

MR. KLEINBARD: Objection.

THE COURT: Sustained. What is the statement Mr. Murray made to him that contradicts what Mr. Murray said in his testimony?

THE WITNESS: I was going to continue, Your Honor.

THE COURT: I want you to limit this. Please control your witness, if you will.

Q Mr. Maiorana, would you please just answer the specific question of what conversation or what did you say to Mr. Murray and what did he say to you solely with respect to the willingness or not of Colonial to continue to deal with NABCOR?

A He says, "Well, I want to deal with you." He says, "I'm a business man. But I just do what I have to

Then he repeated, "I'm a business man. I like to sell cars. I make money."

Q Did that "do what he had to do" have any meaning in the business?

A Yes.

MR. KLEINBARD: I object.

THE COURT: Sustained.

What do you mean, "in the business"?

MR. PERSON: In the automobile trade that I believe would be commonly understood as the factor has its pressures which force people to do things that they wouldn't want to do other than the fact that they fear the loss of allocation of cars where they are franchised. That's all. It's an understanding in the business that you do what they tell you, "they" being zone or anyone else that has authority over them in the business.

MR. KLEINBARD: Your Honor, I appreciate that --

THE COURT: I don't understand that.

MR. PERSON: In effect, I am trying to have the witness point out the pressure that Colonial was feeling --

THE COURT: You are asking him to interpret what this man said?

MR. PERSON: Does he understand what the man said? In other words, I am trying to show that there is in the automobile business an understanding.

THE COURT: If someone says, "I do what I have to do," that has one meaning and one meaning only in the automobile business?

THE WITNESS: That, in that particular conversation, had that meaning, Your Honor.

THE COURT: It isn't a matter of what it had in that conversation, it's a matter of does that phrase have one meaning and one meaning only in the automobile business?

THE WITNESS: I would say that it does, Your Honor.

THE COURT: And what is that meaning?

THE WITNESS: It means that you do what you have to do according to factory rules and policy and if they tell you to jump you say, "How high?" That's what it means, Your Honor.

THE COURT: Go ahead.

What is the next question?

Q Mr. Maiorana, I would like to go back --

MR. KLEINBARD: Excuse me. I wanted to object both to Mr. Person's long and continued statement of his contentions which are also, of course, supplying the answers to the witness, Your Honor, and I object.

THE COURT: We have your objection.

Now what else?

MR. PERSON: Your Honor, I want to go back to the issue of irreparability and go right to the heart of it.

THE COURT: All right.

MR. PERSON: If I can let the witness say this in his own words, I think it will probably be expedited.

Q Mr. Maiorana, has the NABCOR system been experiencing difficulties with respect to the supply of cars at any one point up to the present and, if so, could you tell us what that was and give us a little bit of background on it?

THE COURT: What do you mean by any one --

MR. PERSON: Has the NABCOR system had a series of problems which have culminated in the prices which have --

THE COURT: Let's have a statement of what, if any, the crisis is now. We are dealing with now.

MR. PERSON: Okay.

Q Is the business of NABCOR, not the land business but the automobile business of NABCOR, in a state of crisis at this moment?

A Yes.

MR. KLEINBARD: I object to the form of the question.

Q What state is the business in at this moment?

A At this point it's just about on the shelf. With the continuing problems that we have been having, and this latest incident with Colonial Cadillac, I am just determined that if we are going to continue to have these problems, we just don't have any more money to pour into this automobile business and we just can't continue.

Q Was there a point at which this state of affairs became obvious and known to you?

A Yes. It was two weeks after the delivery of the Cadillac on February 14th when Mr. O'Brien told me.

MR. KLEINBARD: I object to that, Your Honor.

THE COURT: I will allow it simply to show the existence of what the question asks about when the so-called crisis became known.

All right, go ahead.

A (Continuing) At that time he told me that Bob Murray told him that he had gone to a meeting and the factory wouldn't give him any more cars and he just couldn't supply us with cars.

In two days, two days later, two orders came back through the mail. Mike O'Brien told me, he said in the telephone conversation, it was, you know, "if I could ever help you in the future, maybe I will," but, as if to say, "Don't call me, I'll call you" type of thing. It was just over a period. And Mike was a little bit demoralized.

MR. KLEINBARD: This was all to establish a point in time and that's all. I don't think that we have to go on to what happened to Mr. O'Brien and what Mr. O'Brien told him.

MR. PERSON: We were trying to show at this moment that the company did have this crisis in its affairs which necessitated the f-

THE COURT: The thing is, Mr. Person, we have had extensive proof about the Colonial Cadillac situation as you well know, and we attempted to enforce some rules of evidence about the facts about that transaction.

Now I thought what you were gettomg omtp was a statement of the financial condition of this company at this time. And please get to that about which this witness presumably has knowledge and please don't have this witness try to go back into the Colonial Cadillac situation through hearsay because I'm not taking this evidence to prove anything about Colonial Cadillac.

MR. PERSON: Your Honor, we are not trying to do that. It was only that the testimony --

THE COURT: Let's go ahead. You understand now.

MR. PERSON: Okay.

Q Could you explain why, at the moment of this incident, that it became a matter of crisis proportions to your company?

A Mr. Person, I would love to explain it but I just don't know how at this point, because when you make a busine decision there are a lot of factors to take into consideration, and if I am allowed to explain them to this Court I will. But if I am not allowed to take into consideratio all of the things that come into a businessman's mind, taking into consideration the attitudes of an employee that you have just hired, just recently, then I don't know how to explain it and I wish the Court would tell me how.

Q May I ask you, was there any such crisis six months or three months prior to that event?

A No.

Q Would you explain why there was not a crisis at that time?

A I hired a man, Mr. Mike O'Brion and my instructio to him were to start selling automobiles --

THE COURT: When did you hire him?

THE WITNESS: Sometime in July or August of 1972.

THE COURT: Mr. Person, you know how to ask questions. If you are trying to prove a condition of a business, the condition of a business consists of the amount of money, the amount of debits, what is happening to the employees, and other facts, and it can be told without getting into a lot of hearsay, and it can be told and to the point. Now, can you ask those questions?

MR. PERSON: Yes, I can.

Q Mr. Maiorana, was your company having problems in obtaining sources of supply during the period, say, six months prior to this motion, and, if so, why weren't those incidents, crises to your company?

A Well, we were optimistic that we could continue as we always had in the past and continue to get additional sources of supply.

We had money, we were able to continue. We were optimistic that the land business would start producing cash flows that would support the automobile business and we could expand it.

My attitude was to put two hundred brokers on.

But at that point here we were. As I told His Honor in his chambers, I had about twelve to fifteen thousand dollars left in my own account that I could put into this company. We just lost another source of supply. I got a demoralized employee on my hands and at that point I just didn't want to continue the business any more.

THE COURT: Who was that employee?

THE WITNESS: Mike O'Brien.

THE COURT: Has he quit? Has Mr. O'Brien quit?

THE WITNESS: No.

THE COURT: Was he given notice or has he quit?

THE WITNESS: No, he hasn't, Your Honor.

THE COURT: What else, Mr. Parson?

Q Was there any point at which the company felt that it didn't have enough money to continue in the absence of clearing up these supply difficulties?

A It was that day that he came in, that morning he gave me a letter with two orders that had been sent back with Colonial and I decided that I just can't continue to keep pouring money into this thing, and we are just going to go out of business as far as the automobile business is concerned.

Q And what was the approximate date of that?

A I would say it was around the 1st of March, the end of February.

Q And why did you feel, prior to that time, that yo would have a chance to salvage the business in the absence of obtaining a preliminary injunction?

A Well, we had money. We had -- I was hopeful that the land business would start generating cash flows for us to be able to support the operation, but at that time it looked like either the land business we were locked in, we weren't getting approvals from the township commissioners and supervisors, and without that there is no way that the NABCOR business could continue with the manufacturers continuing to shut off our supply of automobiles. It's very costly to get additional dealers.

MR. KLEINBARD: I object to so much of his answer that says the manufacturers cut off our supply.

THE COURT: I am not taking it to show that the manufacturers cut off anything. I am taking it to show this man's, whatever it's worth, simply as to this man's state of mind and his decision.

MR. KLEINBARD: I am just making my objection for the record, Your Honor.

THE COURT: Okay. Go ahead, MR. Person. Anything else?

MR. PERSON: No. I think that that pretty much